

**HARBOUR ISLAND**  
The eight-year build of  
Newcastle Shipyards'   
flagship 55 metre



**LADY TRUDY**  
How an owner's  
vision transformed a  
semi-custom build



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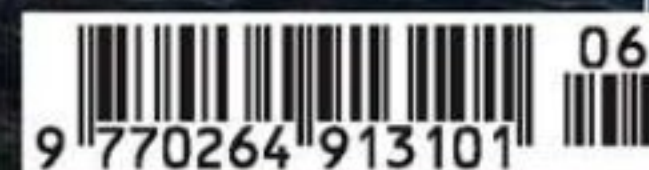
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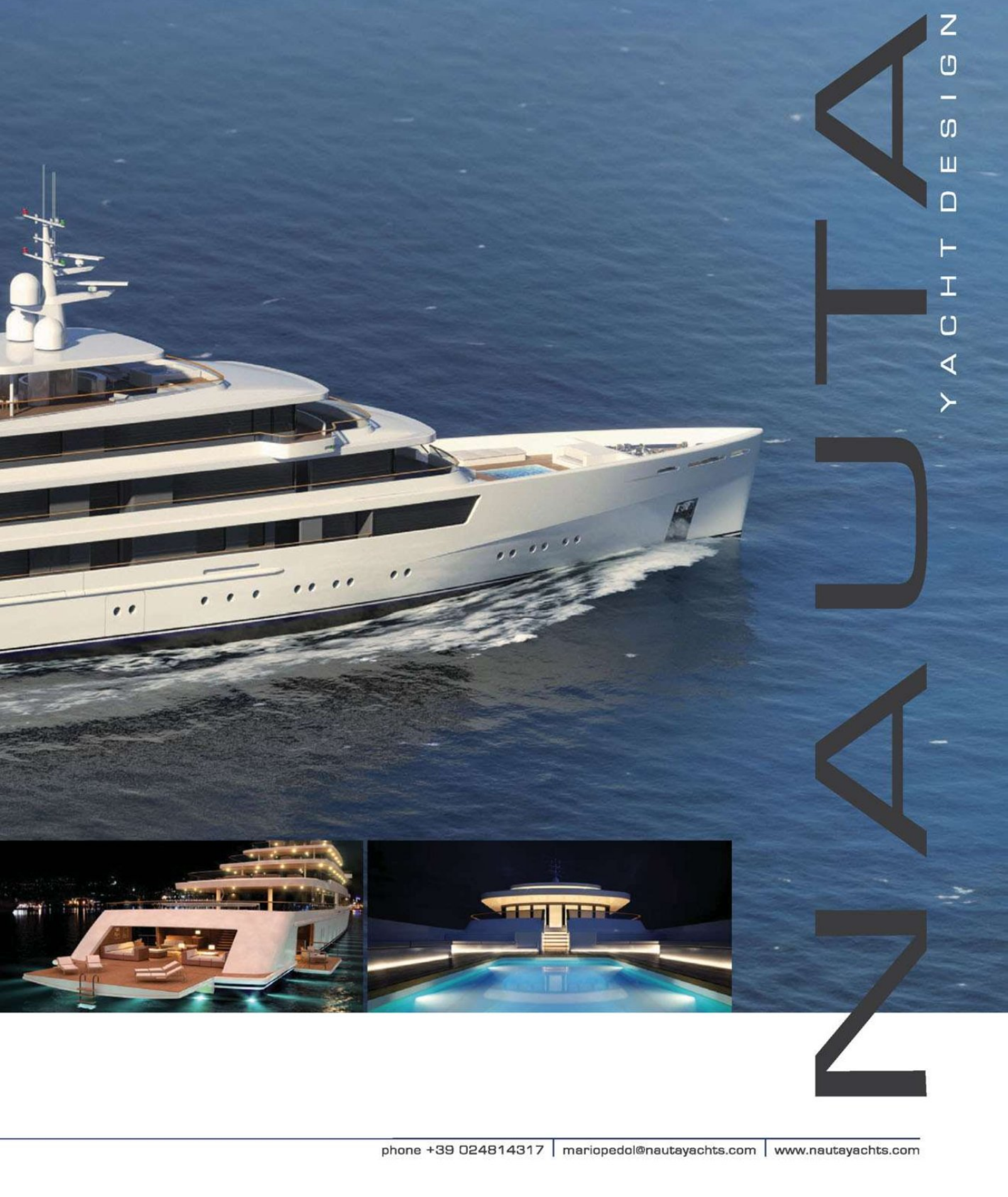
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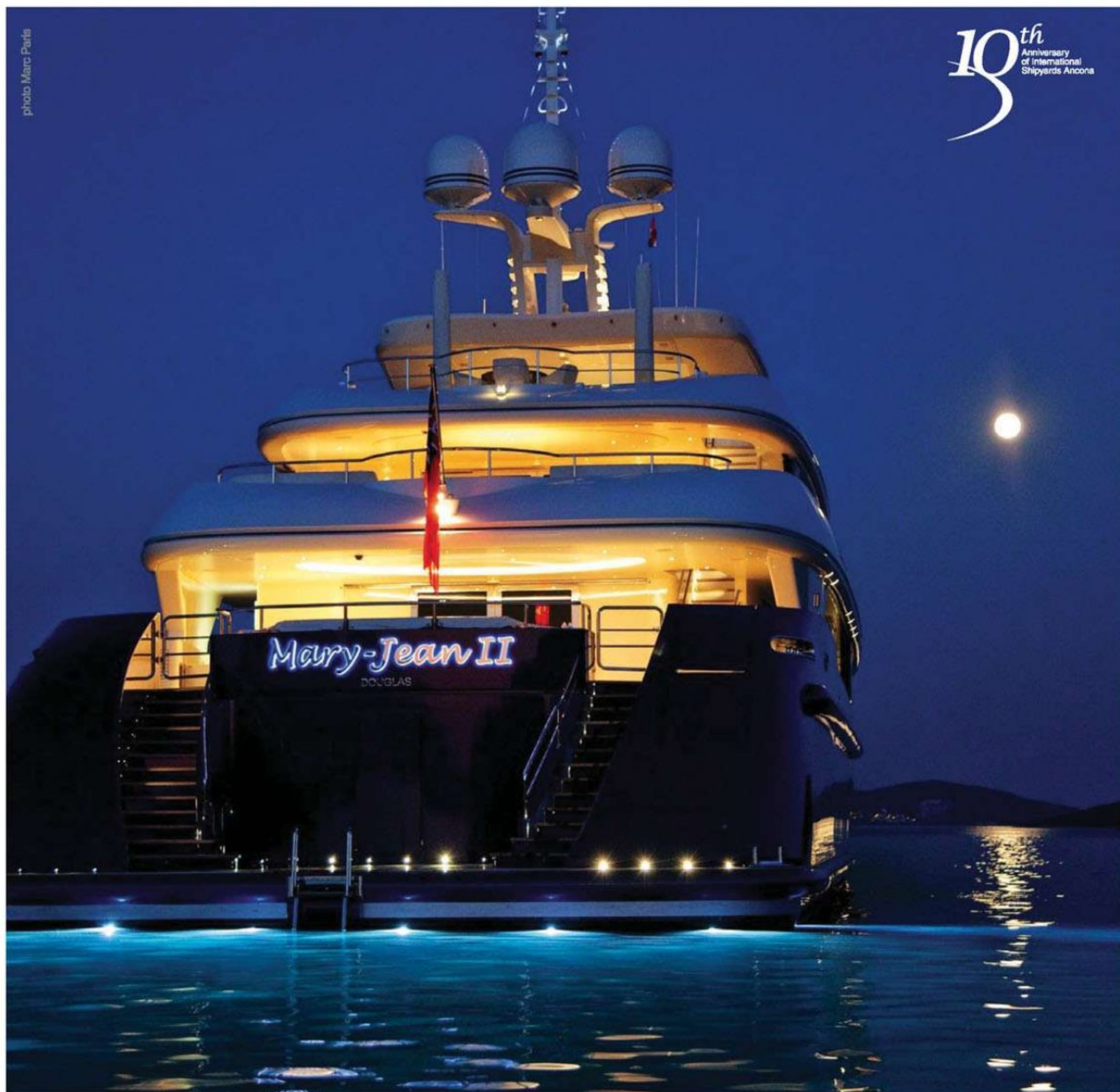
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**COVER:** the 35 metre Arcadia 115, *M Ocean*  
Photography: Andrea Muscatello



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JIM RAYCROFT; COURTESY OF MERLIN YACHTS; MAURIZIO PARADISI



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120

# june 12

## international news and events

27

After a four-year build, the 42.5m trimaran *Adastra* is launched – the second-largest trimaran yacht ever; the 90m Nauta Yachts project Nauta Light, an evolution of the 80m Project Light design, is about to be priced for construction; the 78.5m Feadship *Hampshire II* is launched in Holland; in an exclusive interview, the CEO of Blohm + Voss shipyards reflects on the sale of the company and the potential revival of its fortunes

## the boats

### HARBOUR ISLAND

What began as a relatively small, straightforward build gradually, over the years, turned into a no-holds-barred project, when the owner and shipyard prioritised quality over build time. For a young business like Newcastle Shipyards, the construction of the 54.9m *Harbour Island* was its biggest ever challenge

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### M OCEAN

Arcadia Yachts' 'Made in Naples' range is designed with the philosophy of openness to the sea and the open air. *M Ocean*, the largest built so far, embodies these inspiring principles

120

### LADY TRUDY

For an owner with true vision and dedication, CRN's semi-custom 43m displacement hull was just the beginning of a journey towards a fully customised, elegant superyacht

132

### MERLIN 100

When a Turkish client commissioned a naval architect to design his dream ketch, the result was so exciting it became a series. The original, the 30.5m Merlin 100, demonstrates a dedication to providing a blend of the traditional and the modern





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82

NEIL RABINOWITZ; JAMES MCCAULEY; COURTESY OF ABEKING & RASMUSSEN

## features

### J CLASS IN THE UK

For anyone interested in the history of sailing, the presence of classic J Class yachts in Falmouth and the Solent this summer is incredibly exciting

### ST BARTHS BUCKET

Is the Bucket the biggest, best superyacht regatta of them all? Could be

### DESIGN: GLASS

Advances in technology mean structural glass is increasingly used in yachts, while artists are taking decorative glass to new heights

### LUNCH WITH: CHARLES DUNSTONE

In the first of our series of owner interviews, *Boat International* has a fascinating lunch with Carphone Warehouse founder – and passionate racing sailor – Charles Dunstone

### DESIGN: SWATH

The SWATH (small waterplane area twin hull) has long been appreciated as a commercial craft, but its impressive volume and stability, plus recent design developments, could mean a future in superyachts

47

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## events roundup

### THE RENDEZVOUS IN MONACO

Celebrating Superyacht design in Monaco; owners are encouraged to register for the Loro Piana Superyacht Regatta; and we reveal the judging process for the World Superyacht Awards

## regulars

### AMERICA'S CUP DIARY

Huge crowds turned out to watch the latest AC45 World Series event in Naples, Italy, and were treated to some thrilling races

### CRUISING THE BOSPHORUS

A visit to Istanbul aboard the motor yacht *Kıvrık* promised the chance to experience a country that straddles two continents. Istanbul offers huge markets, ancient buildings and teeming streets; while a superyacht lets you escape it all and cruise the islands of the Bosphorus Strait

### MARKET ANALYSIS/BROKERAGE

This month our analysis of the superyacht market highlights the gap between motor and sailing yacht sales. The market for sail has dropped recently, and the leading brokers speculate why. We also have our usual roundup of yachts sold and new to the market, as well as the most notable price updates

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161



OCEAN TRAVELLER



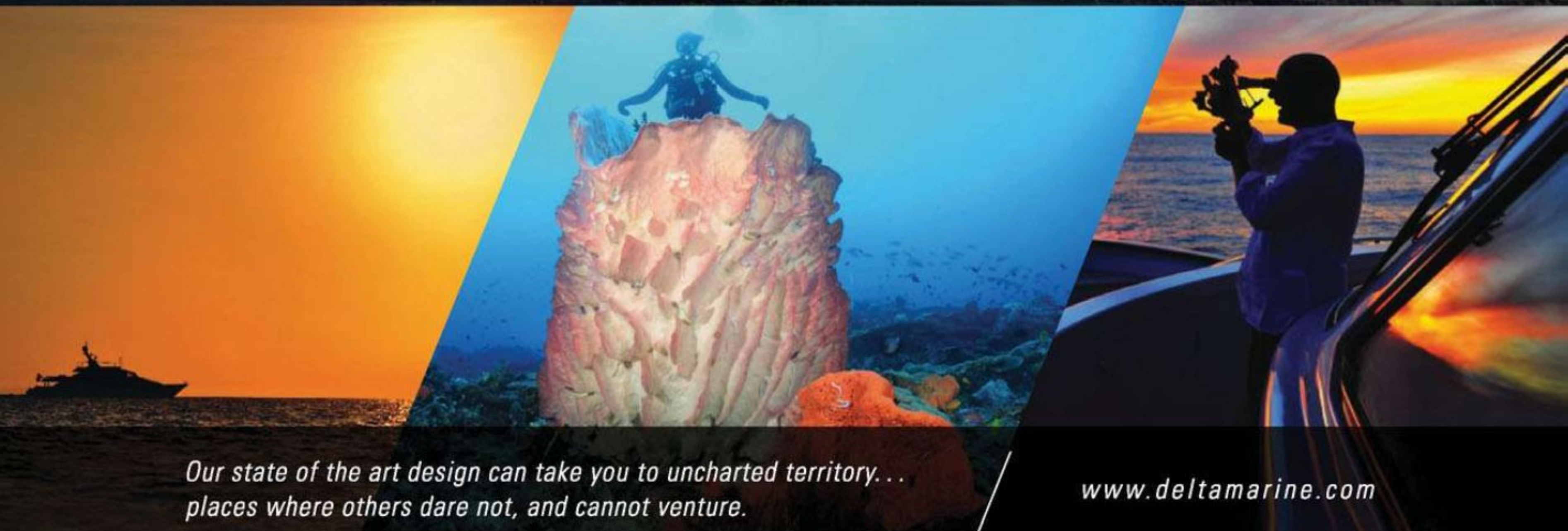


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'Dreyfoos adapted the SWATH design, and the result – *Silver Cloud* – has taken them around the world seasickness free'

COURTESY OF ABEKING & RASMUSSEN



MARK SIMMS



'Twas a dark and stormy night – well, day actually – which made for a very lumpy car ferry crossing from Portsmouth to Cherbourg. It also made for an enduring memory from my childhood, as my godmother – who was rather prone to seasickness – dashed through the heaving ship in a desperate bid to find solace in one of the ship's heads. Alas, she was overcome by a wave of nausea just moments from

sanctuary, as she fought through the crowds on a stairway. I felt particularly sorry for the poor lady who got in her way.

I am one of the fortunate few who seem to be immune to seasickness. But for some, it can prove not only an inconvenience but also, potentially, the end of their cruising dreams. Superyacht owners Alex and Renate Dreyfoos thought that their ambitions for world cruising would be scuppered by a particular sensitivity to the affliction – so much so that even the latest stabilisers had failed to mitigate the *mal de mer*. But a new hull design developed for commercial applications by Abeking & Rasmussen in Germany would be their saviour. Labelled SWATH (Small Waterplane Area Twin Hull) the unusual design had proven incredibly stable in a seaway. Dreyfoos adapted the design, and the result – *Silver Cloud* (see *BI* 297) – has taken them around the world seasickness free.

Now A&R is looking to develop the concept further for superyachts and has teamed up with Raymond Langton Design to create a striking 62m concept that offers not only the stability of the SWATH platform, but also vast interior volume and an abundance of deck space. We went to Cuxhaven in Germany to spend some time aboard a commercial SWATH, and talked with

A&R to get the lowdown on the technology. Could this be a design trend of the future? Find out on [page 82](#).

Meanwhile, Italian builder Arcadia Yachts has taken a different approach to superyachting of the future. When its angular Arcadia 85 first appeared a couple of years ago it certainly got tongues wagging, thanks in part to the glass superstructure that contained arrays of photovoltaic cells. Now the yard has launched its first 115, named *M Ocean*, which continues the distinctive design DNA and packs in the same technological foresight. Our feature starts on [page 108](#).

This month, we also start a new series of exclusive owner interviews. Mark Chisnell met up with digital and telecoms titan Charles Dunstone for lunch to talk about his passion for yachting, and you can read what Dunstone had to say on [page 72](#).

One last thing before I sign off. It was pointed out to me as I was writing this that my apparent immunity to seasickness is a blessing that I do not appreciate enough. I contest this assertion. Cooking a roast chicken dinner (with all the trimmings) for the crew of a non-stabilised 39m motor yacht on passage mid-Mistral because the chef was laid flat was one thing; being 'volunteered' to unblock the heads of a 32-footer in a Force 9 mid-Atlantic was quite another. Yes, I think SWATH has quite the future in yachting...

Tim Thomas



# YOUNG DESIGNER OF THE YEAR

## CALL FOR ENTRIES

Entries for the 2012 competition are invited from current students of yacht design and practicing yacht designers who qualified in 2010 and thereafter.

The winning designer will receive €5,000 prize money and will be invited to accept the award at the ShowBoats Design Awards gala evening in Monaco on 22 June.

### ENTRIES CLOSE ON 9 MAY, 2012

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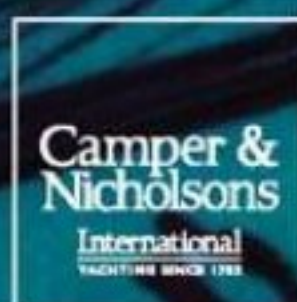
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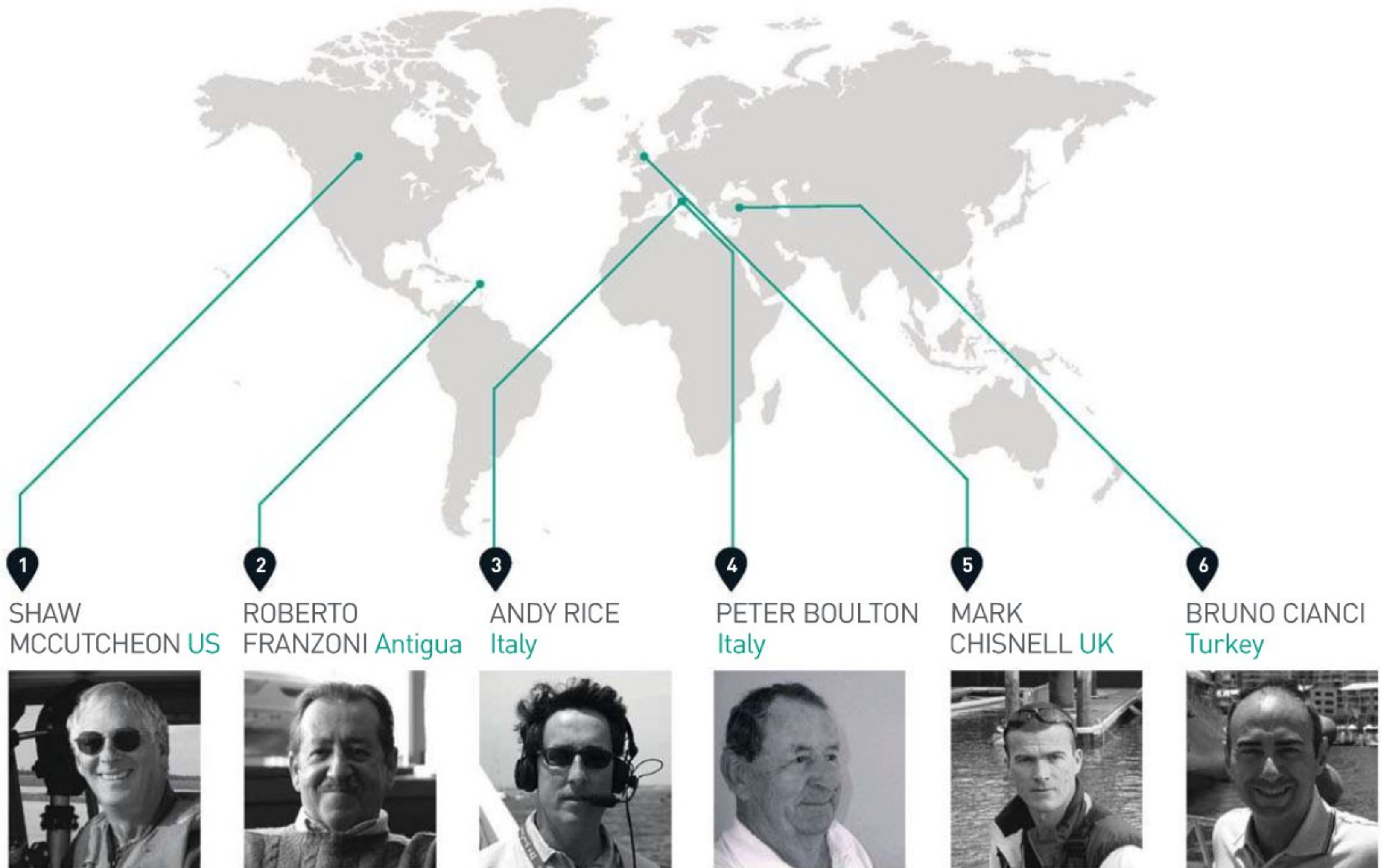
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**'It's refreshing to see a young yard like Newcastle charge into the mix. It seems to put quality ahead of profit'**

► Shaw McCutcheon, *Harbour Island*, [page 96](#)



1 SHAW MCCUTCHEON **US**



It's refreshing to see a young yard like Newcastle grab some reins and charge into the mix. We've watched the company grow from a niche yard constructing expedition vessels into a builder of high-end superyachts. What impressed me was the way the company seemed to put quality ahead of profit on *Harbour Island*. It was a huge learning curve, but raised Newcastle to a new level of skill and confidence.

► [Page 96](#)

2 ROBERTO FRANZONI **Antigua**



In Greek mythology, Arcadia was the home of the god Pan. In European Renaissance arts, Arcadia was an unspoiled, harmonious wilderness. In Italy the Academy of Arcadia intended to reform Italian poetry, corrupted through over-indulgence in ornamentation of the baroque style. Boarding *M Ocean* meant entering an unexplored territory of a new concept connoted by solutions, wrapped in the neatest Italian design.

► [Page 108](#)

3 ANDY RICE **Italy**



With a home crowd to please, Luna Rossa burst on to the America's Cup World Series with a performance that delighted their passionate fans and struck fear into the hearts of their competitors. The wild reception in Naples was a reminder that no one can top the Italians in their enthusiasm for sport – even sailing!

► [Page 56](#)

4 PETER BOULTON **Italy**



Most assignments are interesting, many have 'midnight-oil-burning' tight deadlines and all are certainly challenging, for a variety of reasons. Such was the case with *Lady Trudy*, but the challenge for this poor scribe was to tell a story within a story, without revealing the whole story, and yet still keep you interested. Clever yes? In any event, Trudy is a very pretty Lady.

► [Page 120](#)

5 MARK CHISNELL **UK**



The first interview of the new 'Lunch with...' format was always going to be a little nerve-wracking, and it didn't help when we found that the reserved table was in the busiest part of the restaurant. Fortunately, we were moved to a spot where my tape recorder had a shot at something other than background noise. Or at least it would have, if I'd remembered to turn it on a little earlier, but that's another story...

► [Page 72](#)

6 BRUNO CIANCI **Turkey**



In the yachting business I have met extraordinary entrepreneurs and managers, but mostly with a sole (and legitimate) aim: to sell boats. Now I realise that certain values still count in the boating world. The passion Savas Özgün and Ibrahim Karatas lavish on what they do deserves great respect and, with their experience, is a solid starting point from which the ambitions of Merlin Yachts can be satisfied.

► [Page 132](#)





# eye opener

Monaco, 29.05.11

There are few events on the sporting calendar richer, more glamorous or more famous than the Formula One Grand Prix in Monaco. As this aerial image from last year's event shows, it's probably most renowned for its gathering of the great and the good from the superyacht fleet. The question is, can you spot your boat? This year's event takes place from 24-27 May.

photography: Picture Alliance/Photoshot.com







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## Adastra trimaran launched



► It's one thing to draw up a high-tech concept, but it's quite another to bring it to fruition. After a four-year build, the designers and builders of 42.5m fuel-efficient trimaran *Adastra* can celebrate both.

'She was launched successfully and floated as expected,' says Orion Shuttleworth, whose firm, Orion Shuttleworth Design, along with John Shuttleworth Yacht Designs, provided the exterior design. 'We are pleased to see a boat of such complexity come in on weight.'

John Shuttleworth Yacht Designs also provided naval architecture and collaborated with Applied Structural Analysis on the structural design, while Jepsen Designs styled the interior. McConaghy Boats' Zhuhai facility in China was responsible for the build.

*Adastra* is the second-largest trimaran yacht ever built, after the 61m *White Rabbit*, and the fourth-largest powered multihull in the world. Designed for Hong Kong owners Anto and Elaine Marden, who plan to use her to cruise the Pacific, she progressed from a stripped-out, long-range cruising yacht to one with luxurious accommodation. As weight increased, the design changed to compensate.

'The challenge of turning this concept into a viable luxury yacht has taken us to further research and to develop new thinking on stability and comfort at sea for this type of craft,' says John Shuttleworth.

*Adastra's* hull is constructed from a glass and Kevlar sandwich using Corecell foam, with the superstructure moulded from a carbon fibre laminate on a Nomex honeycomb core. All the hull structures were resin infused to ensure high quality and reduce weight, and virtually every part of the yacht is custom built. McConaghy has used its expertise in carbon laminates to create lightweight hatches, portholes and hinges; even toilet bowls are moulded in carbon.

CONTACT: McConaghy Boats [web: mcconaghyboats.com](http://www.mcconaghyboats.com)

### ERRATUM

► In a piece in our May issue (*BI* 311, p69) it was inadvertently implied that Royal Huisman was collaborating with ICON Yachts on the refit of the 93m schooner *Eos*. We would like to clarify that Royal Huisman is only renting yard space from ICON, and will be solely responsible for the works under its Huisfit programme ([royalhuisman.com/huisfit](http://royalhuisman.com/huisfit)). ICON itself is busy with its own refits, including work on the yachts *Seven Sins* and *Rahil* ([iconyachts.eu](http://iconyachts.eu)).

## On the iPad this issue

Contents

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### Get more *Boat International* on the iPad

This symbol (left) at the end of news items and features means you can delve further into the story with our iPad app, offering bonus pictures and video



### Feadship 78.5m

*Hampshire II*, the latest launch from Feadship, features a crow's nest-to-water zip wire and a superb stern beach club. More images from the event are on the iPad



### St Barths Bucket

With an exciting course, glorious surroundings and gracious J Class yachts in attendance, the 2012 event was a triumph. See more images and a video on the iPad



### Lunch with Charles Dunstone

The entrepreneur and passionate sailor Charles Dunstone discusses his life under sail and his zeal for racing. More images available now on the iPad



### SWATH Design

Go to the iPad for more images of the new and improved Small Waterplane Area Twin Hull vessel, a super-stable cruiser with very high volume



### Arcadia 115 M Ocean

The largest build yet from Arcadia Yachts' Made in Naples range, 35m *M Ocean* features clever solar panels and a light, open interior – see the extended iPad gallery



### Lady Trudy

The 42.6m started as a CRN semi-custom yacht but became a custom project through her owner's passion. See more images of the fantastic results on the iPad



### Merlin 100

A Turkish owner was so impressed with this 36m build that he decided to set up Merlin Yachts to produce a range based on her. See our extended iPad content



### Harbour Island

With a series of changes – including an extra 9m in length – this 54.9m yacht took eight years to build at Newcastle Shipyards. For more images go to the iPad



### Ocean Traveller

Guests on 37.5m yacht *Kivircik* enjoy the calm waters of the Bosphorus and the busy streets of Istanbul. Our iPad app features an extended picture gallery



# Nauta's 90m lights up the horizon

► Named for both its 'light' profile and its bright living spaces, the 90m project Nauta Light is about to be priced for construction.

The Nauta Light motor yacht is an evolution of the 80m Project Light design, which Italian studio Nauta Yachts produced for a client in 2007. It was contracted to a premier European superyacht builder for construction and put on hold when the global financial crisis arose.

After a specific request from a client in 2011, the concept was revived in an updated form on a new 90m platform.

'Nauta Light is a totally new yacht, but there is a similarity in the philosophy,' says Mario Pedol, president of Nauta Yachts. 'This is an emphasis on outdoor living, and inside – in saloons, dining areas or cabins – we have as much contact with the outside as possible.'

Inside, light will flood through large windows and extensive glass doors open to create indoor/outdoor spaces. Outside, maximising exterior deck space for an outdoor lifestyle – and thereby reducing interior spaces and the bulkier superstructure they require – has helped Pedol to avoid the heavy, piled-up look of some superyachts.

'We wanted lightness in the sense that in proportion to the hull the superstructure is smaller than the average. This brings elegance to the styling,' says Pedol.

The success of this approach is borne out by the Nauta Light's sleek profile, despite the client requiring a large sundeck – which means that it has one deck more than its predecessor.

'The sundeck is very open, by definition, so it is easy to preserve the line. The additional length helps with this too,' Pedol continues.

Another owner request was a large beach club. This area takes up 170m<sup>2</sup> of the lower deck aft, and opens to the seascape with three







The Nauta Light project features a foredeck jet stream swimming pool (above left) and a sun deck spa pool, as well as a large beach club (main picture)

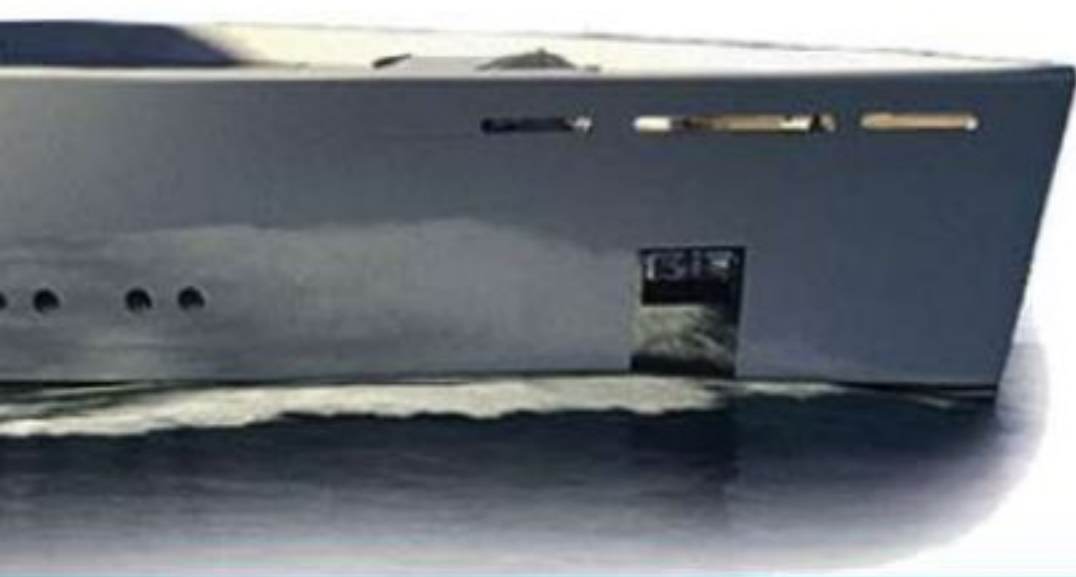
fold-out platforms. 'There is lots of seating, a console for the DJ on one side and a bar on the other. It can be enjoyed as a beach club in the day or a disco at night,' says Pedol.

The design has two variants: in the 'tender out' version of Nauta Light, there is a spa forward of the beach club comprising

a hammam, beauty parlour and massage room. In the 'tender in' version, two tenders are stored in this area, rather than outboard.

On the main deck there is a full-beam VIP cabin plus four guest cabins with permanent terraces. The upper deck owners' suite, 'which is really an apartment', includes a large en suite, gym, dressing room, studio and forward facing full-beam cabin with 270° views.

Twin MTU 16V 4,000 M71 engines will offer an estimated cruising speed of 17 knots and a maximum speed of about 18.5 knots.







## Feadship reaches new heights with *Hampshire II*

► Nobody quite does a superyacht launch like Feadship and the recent unveiling of the 78.5m *Hampshire II* was no exception.

It's not just the way you share with the owners the excitement of seeing the completed yacht on display for the first time. Most striking is the sense of 'family' as hundreds of past and present yard workers assemble on a Saturday morning with their parents and children to celebrate their latest achievement. This is Holland, so you won't find idle bragging, just a quiet satisfaction and the Dutch frankness that so many owners find endearing. At *Hampshire II*'s launch I overheard one young man explaining to his mother the intricacies of the yacht's innovative air-conditioning system he'd helped install, while a seasoned veteran revealed to his father how difficult it had been to make the etched glass windbreak.

A respectful hush descended on the large crowd as *Hampshire II*'s owners made a short speech and cracked open the Champagne. It was clear they had thoroughly enjoyed their experience, which had taken almost five years since they decided to replace their pre-owned Feadship *Barbara Jean* with a bespoke Feadship of their own. The design discussions alone lasted over a year.

The keel laying ceremony in 2009 included a cycle trip for 30 friends and family, who followed the hull as it was barged from Feadship's hull builder to the Royal van Lent yard. The sporty theme was continued at the launch with a series of football matches played on *Hampshire II*'s large sports/heli deck in front of the watching crowds.

'We had three main goals for this project,' explained the owner before changing into his football kit. 'The first was to ensure a slender and

elegant look, hence the decision to build a 65m yacht on a 78.5m hull. We also wanted an interior that felt like a boat, not a New York apartment, and to incorporate a range of unusual design features both inside and out. It has been hugely impressive to see the pride with which Feadship's craftsmen ensured a perfect finish in every respect – from the carpentry to the electrics, the quality of the work is overwhelmingly good.'

*Hampshire II* is also overwhelmingly tall – at 24.5m the highest Feadship built to date – thanks to the crow's-nest placed atop the mast, reached by a two-person lift. A zip wire connects to the mast allowing guests to slide down to the water at speed. There are also two bow seats for the adventurous, while more sedentary pleasures can be enjoyed at the other end of the yacht. A superb stern beach club includes platforms that open up on either side, in addition to the swim platform. A swimming ladder descends from the stern hydraulically while the beach club itself has been finished in a driftwood style.

The contemporary overall design by Redman Whiteley Dixon and Feadship incorporates balconies on either side: seating terraces for the owners and wing stations adjacent to the wheelhouse. A wealth of fine detailing is typified by the nameplate on the glass panel in the recessed section of the fashion plates. Highlights of the interior include a bar on the bridge deck, an engine room with a passageway through the centre to facilitate views of the dramatic red, white and black colour scheme and the glass-covered dashboard in the wheelhouse. *Hampshire II* seamlessly combines the very latest technologies with exceptional craftsmanship and we look forward to taking you on a more extensive tour in a future edition of *Boat International*.

**Andrew Rogers**





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MEMBER OF FOK YING TUNG GROUP  
霍英东集团成员





▶ The sale of the three civilian Blohm + Voss companies – Industries, Repair and Shipyards – to the UK investment company Star Capital Partners (SCP) is complete. But the period of transition takes time. As with subsidiaries like Blohm + Voss Oil Tools (US), separate specialised vehicles have to be set up and the structure of the major business arms, under the guidance of a new holding company, has to be set to work as well, as Herbert Aly (above), CEO of the three civilian Blohm + Voss companies exclusively tells *BI*.

Aly is optimistic about the future. Even if there is a lot of work to be done, he is convinced that: 'With SCP's entry and financial commitment the survival of the civilian business is secured.' The military arm of the business is staying with ThyssenKrupp, so the

## Blohm + Voss: the revival of a strong brand

firm will concentrate on the building and refit/repair of civilian ships to offset declining orders from navy projects.

The Blohm + Voss Shipyards, including the design office based in Kiel, and Blohm + Voss Repair, will stay as independent companies under the umbrella of SCP for shipbuilding and repair. But they will coordinate on various market segments: superyachts, offshore oil and gas special vehicles (the future offshore markets, as Aly puts it) and cruise liners. 'In these fields Blohm + Voss is looking for niches and offering specialised services for the whole range, from new building to enlarging, conversion, refitting and modernisation.'

Blohm + Voss Industries will stay completely separate. This mechanical engineering company is known globally for stabilisers and Simplex sealings for propeller shafts and custom made solutions. The company offers a 24-hour spare parts service around the world.

'Blohm + Voss is a strong brand with a worldwide reputation for high quality,' emphasises Aly, 'and the new owners SCP were deeply impressed not only by the yard but also by the management, the workforce and the labour union IG Metall pulling the same rope in the same direction.'

After a long history under ThyssenKrupp leadership, it was important for SCP to find out that all parties involved in the deal had the same goal. 'SCP's commitment to Blohm + Voss is an investment in one of the world's leading shipbuilding and engineering brands,' says CEO Tony Mallin, who sets ambitious goals: 'We will continue to develop the Blohm + Voss brand, generate growth and create new employment opportunities.'

SCP intends to achieve an increase in value by laying the financial foundation and leaving Blohm + Voss in charge of day-to-day business. Under the umbrella of ThyssenKrupp in Essen, the

'The new owners were impressed not only by the yard but also by the management, workforce and labour union pulling in the same direction'

HERBERT ALY  
BLOHM + VOSS CEO







Under new ownership: the Blohm + Voss yard in Hamburg. The firm has been building there since 1877

Hamburg-based Blohm + Voss had adopted a bureaucratic mentality over the years, which slowed down decision-making and was not suited to dealing with the owners of private yachts. 'The new ownership structure creates transparency and security for customers and employees alike,' says Aly. The sole aim of all involved in the creation of a new superyacht is to fulfil an owner's demands by providing a professional and fully customised service.

By 2008 the yard was already divided into Blohm + Voss Naval and Blohm + Voss Shipyards, with the latter comprising the yachtbuilding. This separation meant the organisational structure of Blohm + Voss Shipyards changed from a line and staff organisation to project organisation, and the executive project manager of each superyacht has reported directly to the CEO of the shipyard. 'With the new owners there are no structural changes imposed in the operative business. The management team and the existing staffing structure will remain almost entirely unchanged,' declares Aly.

Blohm + Voss was and is able to deliver outstanding one-off yachts, whether the owner includes his own designer or not. Its strength lies in the net product, from sketch to design, naval architecture up to production. Further, because these capacities are available in-house the yard offers more flexibility, especially for owners who tend to order last-minute changes. 'If you look to the last deliveries – given their outstanding quality you see that in the end they did not take more time to be built in comparison to other yachts of this size,' Aly points out, 'and for *Eclipse* there hasn't been any [similar] example before.'

Furthermore he sees a strengthening of the brand through the

deliveries over the last two years, including *Mayan Queen IV* and especially *Palladium* at last year's Monaco Yacht Show. 'These yachts will [make a difference] in developing markets like Brazil, China and India where Blohm + Voss is already well known.'

At the beginning of the 1990s the building of private yachts was not profitable for Blohm + Voss, so it concentrated on the naval side of the business. By 2004 the decline in naval orders brought the yachts back, one after another, but there were too many orders in a short period of time and contracts were often disadvantageous. Schedules were too ambitious for the complexity of the yachts, the planning was not always detailed enough or finalised when the contracts were signed.

'Once again no money was earned and ThyssenKrupp was no longer willing to put money in this kind of business,' admits Aly. 'This sign of uncertainty made it hard for the yard to [attract] new clients. Additionally the global downturn, which had visible effects on the yacht brokerage markets, gave no signs of recovery soon.'

Now, Star Capital Partners seems an investor that is fully and financially committed to the yard, which is important for clients. 'Clients want to see that behind Blohm + Voss is a financially solid shareholder who supports the business,' explains Aly. He mentions a prospective client who understands the investment of SCP, and for whom the unity of the yard and management continuity was important as well.

'He fits exactly in our concept and it will be a particularly beautiful boat.'

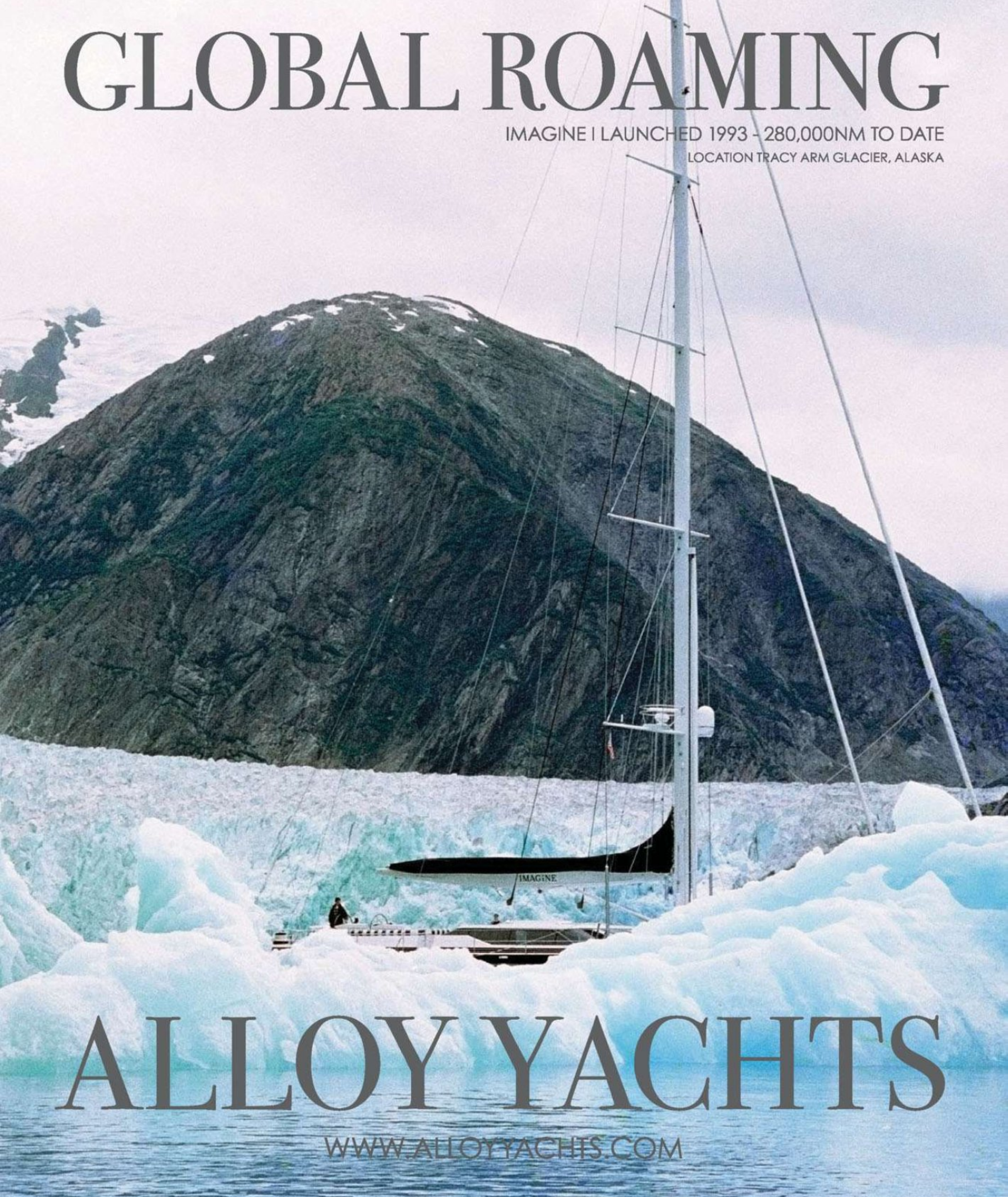
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## most read



**Oceanco 90m** The hull of Oceanco's new project set tongues wagging when it was spotted near Aluship in late April. Designed by Azure Naval Architects and the Dutch yard's in-house team, *Boat International* estimates the finished yacht will be about 90m long – an entry to our Top 100 list when she's launched



**J Class in St Barths** Jeff Brown's dramatic images of the exhibition race at the St Barths Bucket – featuring the classics *Endeavour*, *Hanuman*, *Ranger* and *Velsheda* – have been a hit with web readers



**Hampshire II** Our news story on [page 30](#) details the fun and festivities at the launch of Feadship's 78.5m. See the website for more images from the exciting event at the Dutch yard

## top 5 hot topics



### Hainan Rendez-Vous

A poll has confirmed that the event in China was a success with brokers keen to better understand and target the Asian market

### Pumula

The Dutch yard Royal Huisman has launched the 37.33m cutter-rigged sloop *Pumula*, with naval architecture by Gerard Dykstra & Partners

### No Comment

Frank Mulder Yacht Projects has completed its refit of 38m semi-displacement Heesen motor yacht *No Comment*

### Amels

Dutch builder Amels is enjoying its busiest-ever period, with 12 new construction projects and two major refits under way

### taTii

Bluewater has sold the award-winning 40.5m motor yacht *taTii*, built by Tamsen Yachts in 2009, which was asking €12.9 million

## yard round-up

- Icon Yachts has launched *Maidelle* its third 62.5m superyacht, after 2009 delivery *Icon* and 2010 delivery *Baton Rouge*; New Zealand yard Fitzroy Yachts has an order for a 37.5m Dubois-designed sloop, with Design Unlimited styling the interior; our website has exclusive picture of the 75m Project 422 at ADM Kiel, with delivery scheduled later this year

## design round-up

- Bilgin Yachts' 52m exploration yacht concept has a 4,500nm range at 11 knots and luxurious details such as an infinity pool; Ivan Erdevicki's 53.3m fast cruising concept is designed for both short and transatlantic crossings; Francesco Paszkowski has been chosen to design both the interior and exterior of the first 36m Canados

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# Celebrating superyacht design in Monaco

21-24 June 2012

► The Principality of Monaco will once again welcome a fleet of the world's finest sail and motor yachts for four days of fun on the water and glittering social events at The Rendezvous in Monaco, taking place 21-24 June, 2012.

Many superyachts have already registered to attend this year's event, including Trinity's 50m *Norwegian Queen*, Benetti's 60.8m *Diamonds Are Forever*, the 55m Heesen-built *Quinta Essentia* and Delta's 44.8m *Gran Finale*, and berthings along the Quai des États-Unis are filling fast. Yachts are encouraged to register their interest in attending as soon as possible at [superyachtrendezvous.com](http://superyachtrendezvous.com) to secure their place in the line-up.

This year's programme includes a cruise in company to Saint Jean Cap Ferrat, the famous Diamonds & White Party at Cap d'Antibes, plenty of fun on the water courtesy of Yacht Club de Monaco and the social highlight of the event – the ShowBoats Design Awards gala evening

at the Monaco Opera House on Friday 22 June.

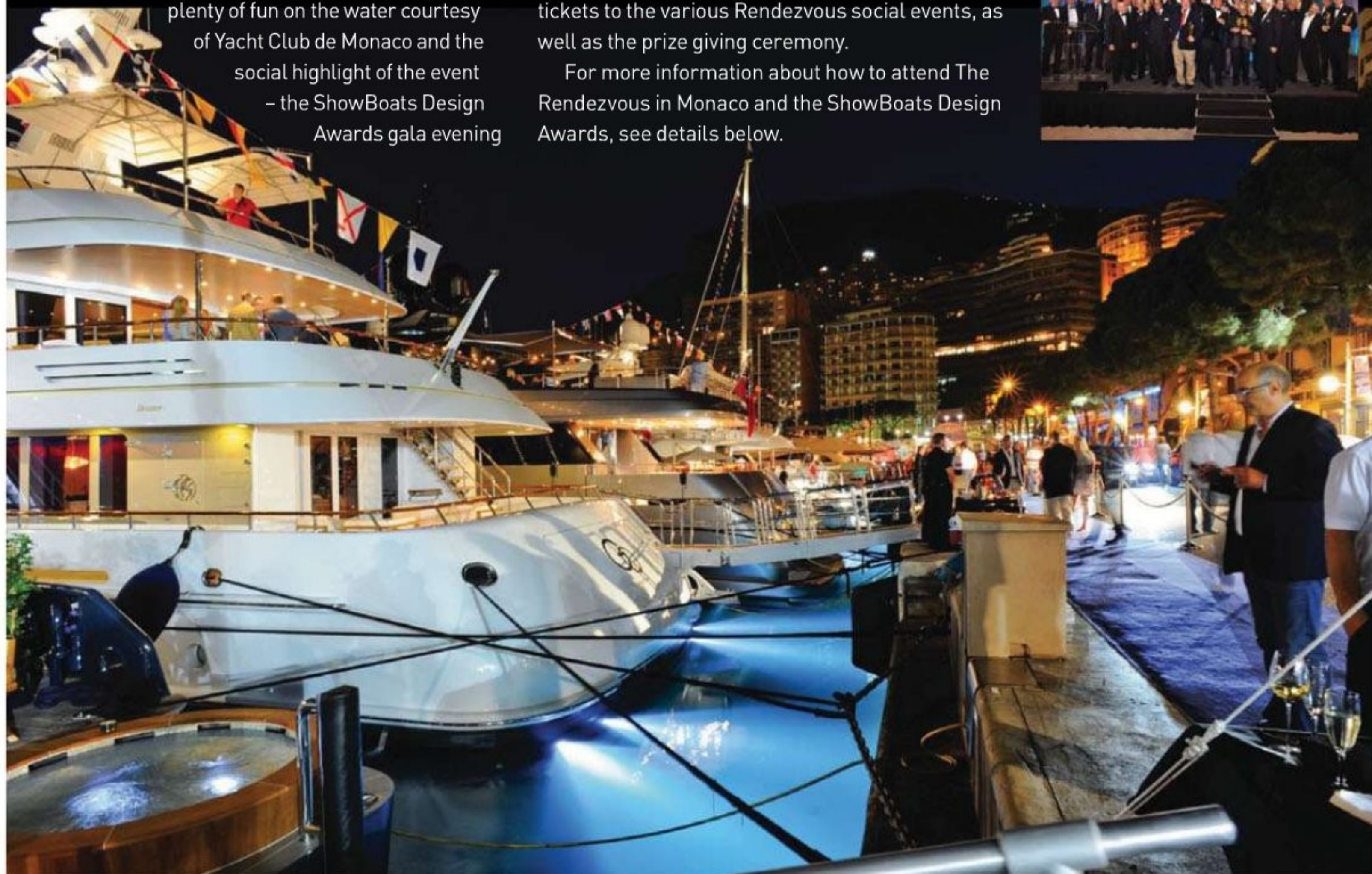
An outstanding list of finalists – available to view on the ShowBoats Design Awards website – are in contention to receive a coveted golden Neptune trophy at the gala evening, and we anticipate that many of the finalist yachts will be in attendance at The Rendezvous and participating in the full four-day programme of yachting activities.

Single tickets and tables of 10 for the gala evening are available to purchase; apply online at [showboatsdesignawards.com/tickets](http://showboatsdesignawards.com/tickets)

## VIP Packages for Yacht Owners and Designers

Yacht owners and superyacht designers attending the Awards are also invited to participate in the full Rendezvous social programme. We have a limited number of VIP packages available, which include tickets to the various Rendezvous social events, as well as the prize giving ceremony.

For more information about how to attend The Rendezvous in Monaco and the ShowBoats Design Awards, see details below.





# Registrations flood in for Loro Piana Superyacht Regatta

4-9 June 2012



► Organised by Boat International Media and Yacht Club Costa Smeralda (YCCS), this popular event attracts a spectacular fleet of the world's most notable and award winning sailing superyachts. With 22 yachts already entered for the 2012 edition, participants are encouraged to register without delay to confirm their place in the fleet.

The fifth edition of this well established superyacht regatta has been extended to include five race days for performance yachts; the cruising class will race on four days with one lay day. The Notice of Race is now available to download through the website.

Yachts will race in the stunning waters of the Emerald Coast under IRC rating and organised by the expert international committee of YCCS. The yachts in the cruising class compete to win the coveted Loro Piana Prize – the Silver Jubilee Cup by Boat International Media – while yachts in the performance class will be competing to win the Loro Piana Cup.

The fleet is comprised of both classic and modern designs from some of the world's leading shipyards including Fitzroy Yachts, Southern Wind, Royal Huisman, Wally and Perini Navi. The full entry list and details of the social programme can be seen online at [loropianasuperyachtregatta.com](http://loropianasuperyachtregatta.com)



**5 MAY**

**World Superyacht Awards**  
Istanbul, Turkey



**4 – 9 JUNE**

**Loro Piana Superyacht Regatta**  
Porto Cervo, Sardinia



**21 – 24 JUNE**

**The Rendezvous in Monaco and ShowBoats Design Awards**  
Principality of Monaco



**23 – 24 OCTOBER**

**The Superyacht Design Symposium**  
Miami



**25 – 29 OCTOBER**

**Fort Lauderdale International Boat Show**  
Florida



# WORLD SUPERYACHT AWARDS 2012... The judging



YOU MAY IMAGINE THE AWARDS JUDGING IS DONE BY A COUPLE OF PEOPLE IN AN EDITOR'S OFFICE, AS THEY GLEEFULLY UNWRAP PRESENTS FROM THE COMPETITORS – BUT NOTHING IS FURTHER FROM THE TRUTH

► By the time that you read this, the 2012 World Superyacht Awards prize giving will be over and there will be celebration as well as a touch of disappointment in the air. We would like everyone to be a winner and, in many ways, this is the case, as all the finalists are examples of the very best yachts of last year, but to understand the importance of these awards one should know something of the judging process.

One of the most important features of the Awards is the dedication and diligence with which the judging is carried out. This year, well over 100 yachts were nominated – far too many to be considered in a day of judging – so this was reduced to 63 finalists by a committee of Boat International Media editors and writers – who have probably seen more of the nominated yachts and know more about them than any other.

For the main judging, which selects the winners from this list, we assembled a 17-strong jury of 15 past or present superyacht owners and two industry professionals. I'd like to thank these finalists for giving the jury such a hard time in deciding the winners.

Dossiers, which contain more than 400 pages of detailed information – photographs, statements from owners, designers and builders, as well as specifications and drawings of the finalist yachts – were sent to every judge some three weeks before the judging, so he or she could prepare for the meeting in the beautiful surrounds of L'Albereta, a five-star Relais & Châteaux resort in Brescia in the Italian region of Lombardy.

The procedure for the judging is quite simple and extremely fair. Before the meeting we try to ensure every finalist is visited by at least one judge. At the meeting itself, any judge with a connection to any of the finalists takes no part in the judging of that category. Then, category by category, we screen the pictures of each yacht and those judges who have seen it brief the jury on aspects of construction that cannot be determined from photographs. Following this, we hold a round-table discussion on the yacht before judges complete a detailed marking sheet.

After all the yachts in a category have been examined and marked,





## The World Superyacht Awards 2012 Judges

**Eric Benson**  
Owner of 49.8m MY *Satori*

**Raffaele Costa**  
Owner of 53.8m MY  
*Sea Force One*

**Alan Dabbiere**  
Former owner of 34.95m MY  
*Constance*

**Thomas Haffa**  
Owner of 38.5m MY *4H*

**Hani Jabsheh**  
Owner of 42.6m MY *Hana*

**Kevin Jaffé**  
Owner of 37.8m MY *Marama*

**Henk Koster**  
Owner of 48.35m MY *Grace*

**Lord Irvine Laidlaw**  
Owner of 55.6m MY *Lady  
Christine* and  
25.23m SY *Highland Fling*

**Mira Mikati**  
Owner of 36.6m MY *Mylo*

**Debra Reuben**  
Owner of 73.5m MY *Siren*

**Dame Gail Ronson**  
Owner of 37.3m MY *G-Force*

**Edoardo Tabacchi**  
Owner of 60m MY *Blue Eyes*

**Paola Trifiró**  
Owner of 49.7m SY *Zefira*

**Sebastian Vibe-Petersen**  
Owner of 54m SY *Parsifal III*

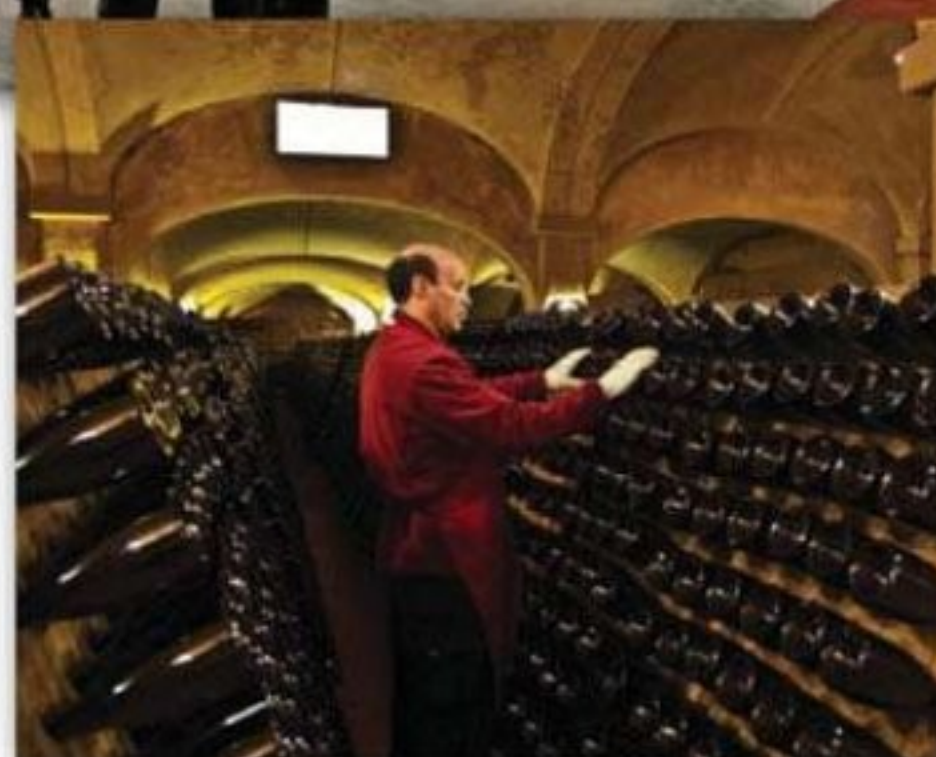
**Marco Vögele**  
Owner of 32m SY *Gliss*

**Peter A Wilson**  
Founding partner of yacht  
project management  
company MCM

**Roger Lean-Vercoe**  
Chairman of the judges



During their time at L'Albereta, the judges and their partners enjoyed a tour of Bellavista Winery and the Maxi Dolphin shipyard, where the build of the world's fastest 100ft (30m) cruiser by Finot-Conq is under way. A fun-filled ladies' programme included a cookery lesson with Michelin-starred chef Vittorio Fusari



the judging sheets are collected, the marks totalled and a winner for that category declared. At the same time, judges may propose that certain yachts receive 'judges' commendations' for outstanding achievements and these, too, are discussed and a vote taken.

As you will now realise, it is not only a time-consuming and detailed process, but also one carried out with extreme diligence by a knowledgeable and experienced jury to ensure a fair result. I would like to thank the whole jury for their dedication in selecting the winners who, following such a thorough process, should be extremely proud of their Neptune trophies.

**Roger Lean-Vercoe, chairman of the jury**

Boat International Media would like to thank Terra Moretti, silver sponsor of the World Superyacht Awards 2012, for hosting the judges so generously during their time at L'Albereta





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Founded in 1997, Proteksan Turquoise was established when two of the leading shipyards, Proteksan Yachts and Turquoise Yachts Construction joined forces to combine their assets and solid yacht building experience. Today, Proteksan Turquoise enjoys a commanding position in the global superyacht industry, with two wholly owned shipyard facilities in the vicinity of the world-class city of Istanbul.

The yachts begin their hull and superstructure building process at the 35,000m<sup>2</sup> facility in the Kocaeli Free Zone, which has a 120m dock capacity and upon completion transfer on the floating dock to arrive at the 25,000m<sup>2</sup> Pendik facility with 110m dock space, for fit-out and commissioning.

With three new superyachts launched at the beginning of 2011 and with two more yachts under construction (50m *Ilaria*



and 72.6m *Vicky*) quickly taking shape in the building halls, it is not surprising that Proteksan Turquoise is establishing its rank amongst the European superyacht shipyards. Currently, developed as new designs, there is an exciting array of new projects that are displayed on the 'drawing board' section of the Proteksan Turquoise website.

[proteksan-turquoise.com](http://proteksan-turquoise.com)

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RMK Marine is a top class superyacht builder in Istanbul, Turkey, for custom sail and power boats from 30m upwards in composites, steel and aluminium.

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*Nazenin V* was the beautiful 52m Sparkman and Stephens ketch given the accolade of the Judges' Commendation at the 2010 World Superyacht Awards. *Karia*, the 45m Ron Holland motor yacht and *Sarafin*, the Oyster

100 by Dubois, built by RMK Marine are both selected as finalists this year.

A special capability of RMK Marine is the in-house joinery workshop where craftsmen meticulously produce the joinery for these award winning superyachts, with an appropriate blend of traditional craftsmanship and modern machinery and materials. Other in-house facilities such as electrical and composites trades are also complemented by the in-house design department.

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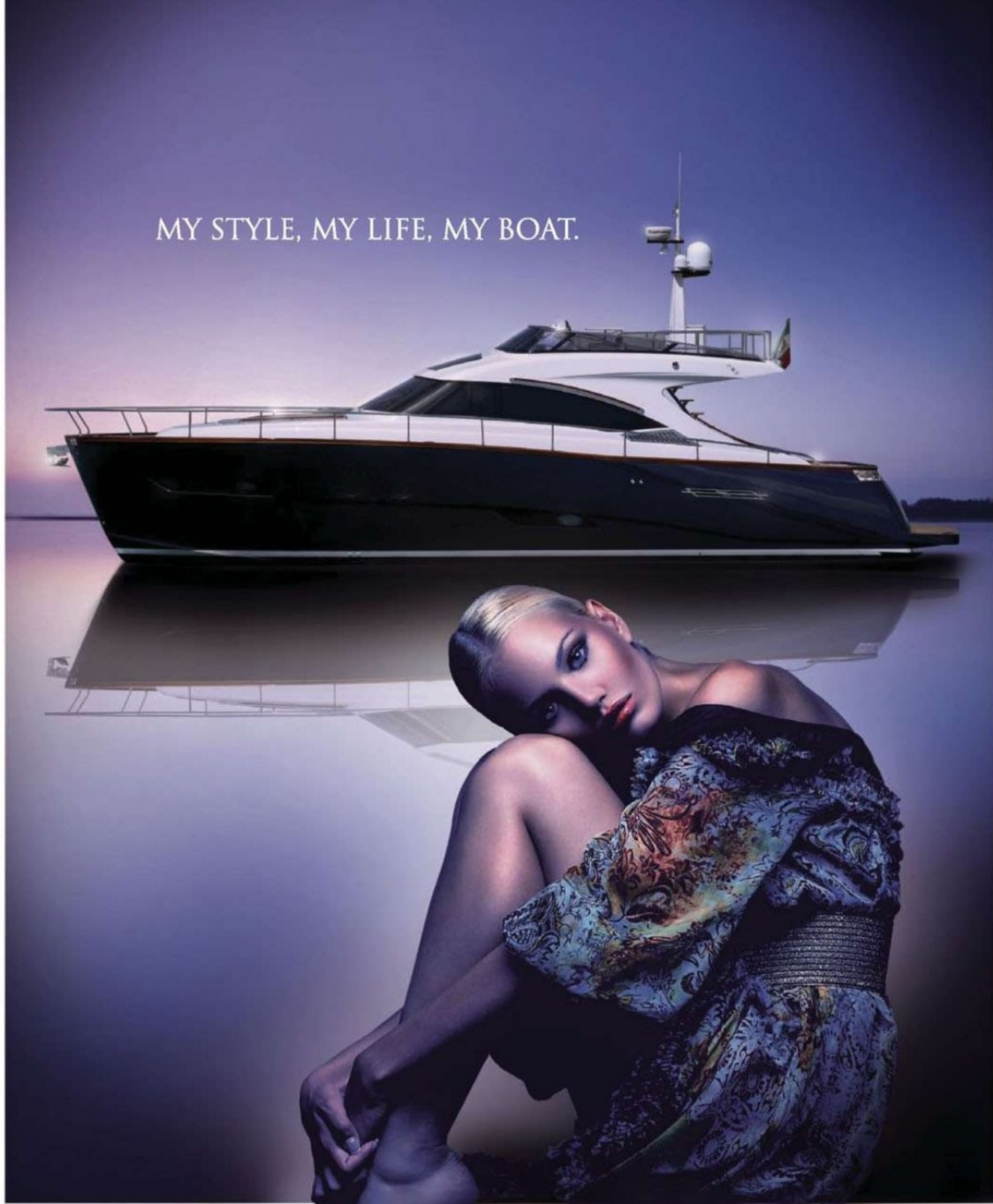
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# J Class hits the UK

Get ready for a very special classic racing series off Falmouth and in the Solent

JEFF BROWN / SUPERYACHTMEDIA

► The first of this summer's J Class regattas in the UK, which will be hosted by the Royal Cornwall Yacht Club from 26 to 30 June, has attracted a big entry of these iconic yachts. Although *Hanuman* and *Endeavour* have recently withdrawn, four others are expected to compete in the four-race series in Falmouth Bay: the 1933 *Velsheda*, the replicas *Ranger* and *Rainbow*, and *Lionheart*, an alternative *Ranger* design. This will equal the number of Js that competed in 1935 and 1936 in a number of UK regattas.

'We will be using windward-leeward courses with legs of 3.5 miles and a start line as close to the shore as the wind direction allows,' says principal race officer John Pickup. 'The adrenalin will be at the port end of the line as four 200 tonne yachts approach at 10 to 15 knots.' The fleet will finish close to Pendennis Point using the imposing Black Rock as a

distance mark, providing crowds with a breathtaking spectacle.

The racing will be competitive. 'Each J has around eight permanent crew,' says David Pitman, secretary of the J Class Association, 'but 30 are needed to race them, and the extras include a lot of highly experienced sailors from all over the world.'

If, as expected, *Endeavour* joins the other boats for the Solent regatta in July, that fleet will match the biggest ever: in the USA in 1937, after *Ranger* had defeated *Endeavour II* in the America's Cup, *Yankee*, *Rainbow* and *Endeavour* joined them in a dozen-or-so races which were part of the New York Yacht Club's annual cruise. The June regatta is eagerly anticipated among owners, crews and members of the local community, who are expected to turn out in great numbers.

**Nigel Sharp**

## Calendar: J Class racing in the UK 2012

### FALMOUTH

Hosted by the Royal Cornwall Yacht Club Racing in Falmouth Bay

<b>Tue</b>	<b>26 June</b>	<b>Race One</b>
Wed	27 June	Race Two
<b>Fri</b>	<b>29 June</b>	<b>Race Three</b>
Sat	30 June	Race Four
<b>Sat</b>	<b>30 June</b>	<b>Prize giving at Pendennis Castle</b>

### THE SOLENT

Hosted by the Royal Southampton Yacht Club  
The three series races will start in the western Solent, with courses likely to include Christchurch Bay and the Nab Tower area

<b>Wed</b>	<b>18 July</b>	<b>Race One</b>
Thu	19 July	Race Two
<b>Fri</b>	<b>20 July</b>	<b>Race Three</b>
Fri	20 July	Series prize-giving at Royal Southampton Yacht Club
<b>Sat</b>	<b>21 July</b>	<b>Round-the-island race for Hundred Guinea Cup</b>





# St Barths Bucket

TO NO ONE'S SURPRISE, THE 2012 ST BARTHS BUCKET AGAIN SETTLED THE QUESTION OF WHETHER BIGGER IS, IN FACT, BETTER. IT IS. AT LEAST, IT IS WHEN IT COMES TO RACING IN A NEAR-PERFECT VENUE

...And big most assuredly is better when it involves 47 magnificent sailing superyachts racing around that Caribbean jewel, the island of St Barthélemy, FWI.

One of the most telling indications of the importance and calibre of the St Barths Bucket as a premier yachting event is the support it receives from its sponsors, all members of the superyacht industry; not only

financially, which one could argue is easy – it 'merely' involves writing a cheque – but in displacement. Perini Navi, for instance, practically owned the *Grandes Dames des Mers* class, with nine out of the 10 entries. Along the same lines, 10 of the 11 *Mademoiselles des Mers* were designed by Ed Dubois, another Bucket sponsor. The builders' and designers' list read like a *Who's Who* of the superyacht industry.





words: Alessandro Vitelli  
photography: Jeff Brown/Superyacht Media

A race rounds the north east of the island (above), and (right) passing elegantly into the shadow of Île Fourchue, an island between St Barths and St Martin





‘To see four awe-inspiring [J Class] yachts out on the turquoise Caribbean waters was probably closer to a holy experience for anyone who has any interest in the history of yachting’



The J Class yacht *Endeavour* appears perilously close as it looms beyond the rocks (above).

These classics are the undoubted stars of the 47 superyachts at St Barths



The stars of this year's regatta were the four J Class yachts: *Ranger*, *Hanuman*, *Endeavour* and *Velsboda*. Norma Trease, enjoying her 25th Bucket, attempted to describe the spectacle they provided: ‘To see four of these simply awe-inspiring [J Class] yachts out sailing on the turquoise Caribbean waters was probably closer to a holy experience for anyone who has any interest in the history of yachting.’ The day before the regatta began, the two restored original 1930s boats, *Endeavour* and *Velsboda*, were joined by the two new replicas, *Ranger* and *Hanuman*, in what was essentially a four-way match race.





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When a cluster of 45 metre, 100-plus tonne yachts converge on a turning buoy, most of our cherished right-of-way constraints are basically inapplicable



*Endeavour* took line honors. They continued their race-within-the-race in the three following days, providing everyone with an incomparable spectacle.

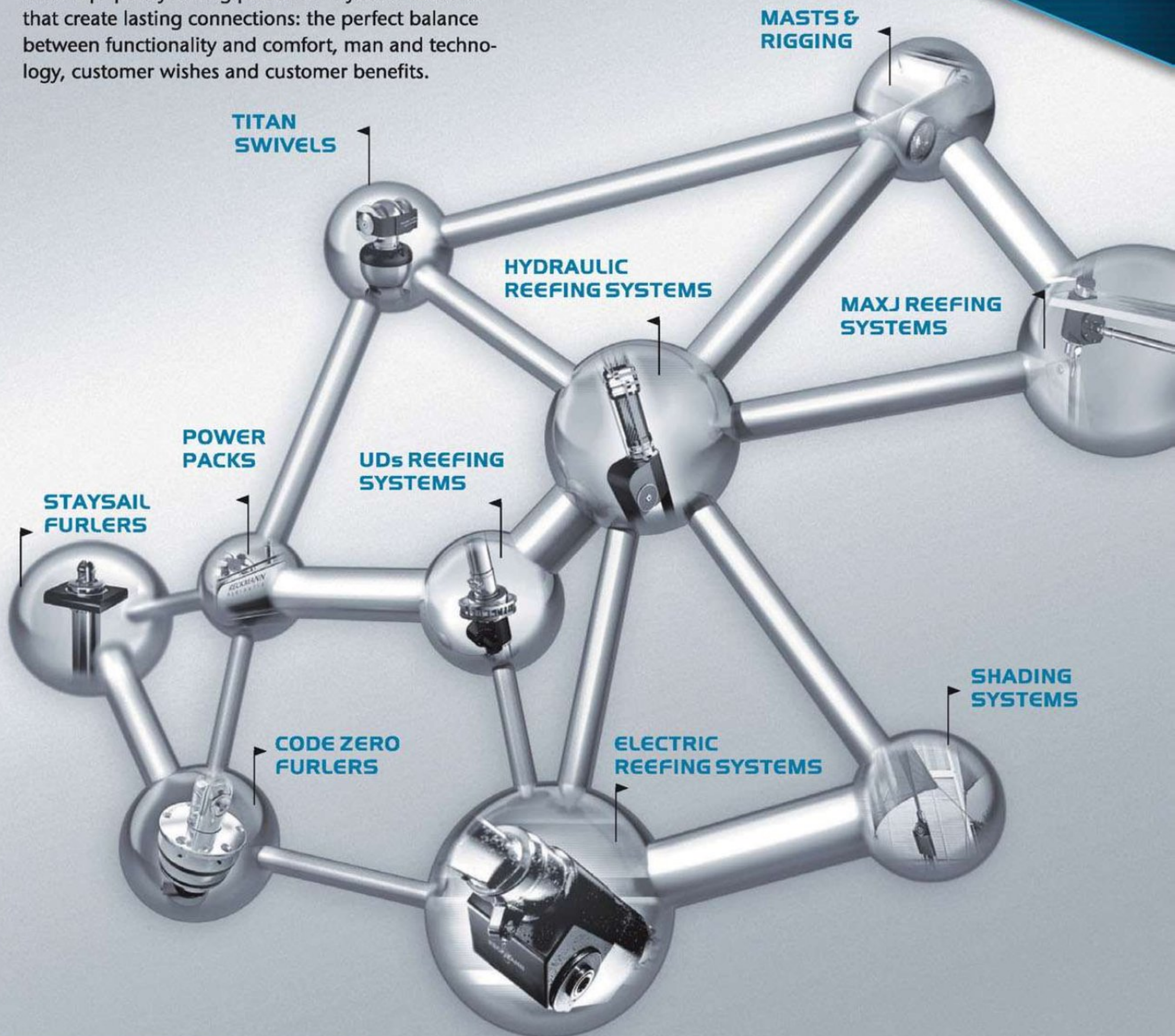
It is a tribute to the Race Committee that they manage to send so many huge sailing yachts round an often challenging course, yet maintain a commendable safety record. If we follow the 'bigger is better' line of reasoning, we must allow for its 'bigger is scarier' corollary as well. When a cluster of 45 metre, 100-plus tonne yachts converge on a turning buoy, most of our cherished right-of-way constraints are basically inapplicable: 'room at the mark' and 'hold your course' cannot apply. What does apply is consummate seamanship and common sense. The safety officers – whom all contestants are required to include in their afterguard – use a discrete VHF frequency to best advantage, and jointly



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With flag-crackling proper trade winds, the sailmakers enjoyed an unusually high casualty rate of torn spinnakers



work out their strategy to ensure safe manoeuvres. True, the 40 metre minimum distance between yachts rule occasionally does seem to be reinterpreted as the 40 foot rule, but in the heat of the action we can hardly blame helmsmen and tacticians for applying a modicum of finesse.

The weather gods, after a first day of rain squalls (or 'free rinse cycles', much appreciated by the hard-working crews) kicked in with flag-crackling proper trade winds, the sailmakers enjoyed an unusually high casualty rate of torn spinnakers, and everyone – Bucket veterans and newcomers alike – got to revel in the peerless sailing atmosphere of the St Barths Bucket.



#### Other awards

J Class	<i>Endeavour</i>
Skullduggery Award	<i>Antara</i>
Escargot Cup	<i>Barracuda</i>
Alloy Cup	<i>Blue Too</i>
All Star Crew Award	<i>Endeavour</i>
Wolter Huisman Memorial	
Spirit of the Bucket Trophy	<i>Virago</i>
Perini Navi Cup	<i>Panthalassa</i>

CLASS	1st	2nd	3rd
Overall	<i>This Is Us</i>	<i>Lady B</i>	<i>Blue Too</i>
Les Gazelles	<i>Mari-Cha III</i>	<i>Firefly</i>	<i>P2</i>
Les Grande Dames	<i>Parsifal III</i>	<i>Panthalassa</i>	<i>Axia</i>
Les Elegantes	<i>This Is Us</i>	<i>Blue Too</i>	<i>Windcrest</i>
Les Mademoiselles	<i>Lady B</i>	<i>Ganesha</i>	<i>Twizzle</i>





HORIZONS ARE BOUNDLESS





# america's cup diary

words: Andrew Rice

photography: Carlo Borlenghi/Kos Pictures; Gilles Martin-Raget



**Huge crowds turned out to watch the latest AC45 World Series event in Naples, Italy, and with thrills and spills galore they weren't disappointed**

Luna Rossa have made an immediate impact on their return to America's Cup competition, their two new AC45 teams performing admirably in front of a passionate home crowd at the America's Cup World Series event in Naples in mid-April.

Boss of the Prada fashion house Patrizio Bertelli looked like he'd had enough of the America's Cup after that protracted period of courtroom bitching between Larry Ellison and Ernesto Bertarelli. But it seems he

couldn't stay away after all. There were signs the Italian team might be thinking of a comeback when they started competing in the Extreme Sailing Series which, with its Extreme 40 catamarans and spectator-oriented short-course racing, in many ways formed the template for the AC World Series.

British helmsman Paul Campbell-James steered the Luna Rossa boat to victory in last year's Extreme Sailing Series, and it was at the end of last year that it became clear the rumours about the Italian challenger making a





return to the Cup were true. A team member told me that one of the reasons Bertelli decided to come back was the amount of money he's making from China's new love affair with Prada luxury goods – he was looking for ways to spend his new-found profits from the Far East. Well, a late run at the 34th America's Cup, and all that entails, should relieve him of a good portion of that extra cash.

Latecomers they may be, but the results in Naples demonstrate just what



The big seas off Naples prove quite a challenge for all the teams, including Emirates Team New Zealand (left), Luna Rossa (above), and especially Artemis Racing (next page)

a productive winter the Italians enjoyed Down Under, working closely with their allies, Emirates Team New Zealand, during the Auckland summer. In fact, the two new Luna Rossa crew rather put Dean Barker's team in the shade, along with many of the other more established campaigns.

Skippering the two Luna Rossa boats are two British high-performance sailors – the aforementioned Campbell-James at the helm of *Swordfish* and Chris Draper steering *Piranha*. Draper made his mark at the helm of Team Korea's AC45 last season, when the former 49er World Champion and Olympic medallist frequently beat the more experienced and better funded campaigns on the ACWS circuit.

However, with Team Korea's future looking uncertain, Draper accepted an offer to join the fledgling Italian campaign. Judging by the result in Naples, his decision to jump ship was a good move for sailor and employer. Both Luna Rossa teams progressed to either side of the semi-final draw in the match racing regatta, with *Swordfish* succumbing to Artemis Racing. In a one-match final, Draper fluffed his pre-start manoeuvre, reaching the start line a boat-length behind Terry Hutchinson and Artemis, and never managing to get back in to the contest. Even so, a second place was none too shabby.

Unfazed by his loss in the match racing, Draper made the best start of the nine boats in the final big-points fleet race, sailing into an early lead. He held off a late charge from Oracle Racing Spithill to win the final race, and with it the Fleet Racing Championship in Naples. As the *Piranha* crew crossed the finish line, the Naples crowds went crazy. Coming to Naples really was a reminder that there is no nation in the world more passionate about their sport – even sailing – than Italy. And there's more to come in May with the next ACWS event in Venice.

Draper commented after winning the fleet racing: 'We sailed along the shore after the finish, and it's insane to see how many people are here. As a sailor you'd never imagine having so many people watching. It's great for the sport, and great to be part of an Italian team in front of all these people.'

It must be gutting for Vincenzo Onorato to have seen Luna Rossa soaking up all the plaudits from his home crowd. It has almost been forgotten that less than a year ago, the Neapolitan owner of the Mascalzone Latino team





was still the official Challenger of Record, looking to mount his own challenge for the 34th America's Cup. But business problems and disagreements with Oracle Racing on the direction of the Cup saw him depart the stage, while Bertelli has now picked up the baton for Italian sailing fans.

Luna Rossa's early success will have the other big teams scratching their heads about what they need to do to regain the kind of dominance they were displaying last season. For Emirates Team New Zealand, Naples started well enough, including a day of back-to-back wins in the fleet racing. But they were knocked out in the early stages of the match racing and some poor performances in the latter stages of the regatta saw them drop to third overall in the fleet racing.

James Spithill didn't fare much better in the match racing, but did at least make amends by finishing runner-up in the fleet racing, and was pleased to have moved ahead of the Kiwis in the overall standings for the 2011/12 season, which concludes in Newport, Rhode Island this June.

Another well-funded campaign, Artemis Racing, almost didn't make it through the event after capsizing in the heinously windy and wavy conditions of the first day in Naples. We've seen boats get themselves upright and complete races after capsizing, but once the Artemis wing rig was washing up and down in the brutal waves off Naples, it didn't stand a chance. The fragile wing was trashed, and Terry Hutchinson was fortunate there was a spare rig onshore they could use for the rest of the regatta.

That rig was formerly used by Aleph, no longer required by the French team that a few days before Naples announced it hadn't been able to raise the funding to continue, and bowed out of the America's Cup. Aleph's loss was Artemis's gain, enabling the Swedes to complete the event. After that disastrous start to the regatta, Artemis redeemed themselves by winning the

match racing, although a seventh in the fleet racing was still below par for this well organised, ambitious challenge.

Aside from Luna Rossa's outstanding debut, Nathan Outteridge also made his mark as the replacement skipper for Team Korea. Just 26 years old, the young Australian is the reigning world champion in the International Moth class – tiny 3.4 metre boats that fly around at similar speeds to AC45 catamarans due to their futuristic hydrofoiling technology – and also the 49er Olympic skiff. The 14 metre is the biggest boat he's steered, he's had limited experience in catamarans or sailing in teams of more than two people, but Outteridge took to the AC45 like a duck to water. After the hugely challenging big wind and waves of day one in Naples, Team Korea was lying in third overall in the fleet racing. Outteridge pulled off some sensational starts and, while he and the crew couldn't always hold it together through a race, a fifth overall in the fleet racing shows enormous potential.

The pecking order in this racing is much less clear than it has been in the keelboat racing of old. By no means are the biggest, wealthiest teams having it all their own way, as Oracle tactician and America's Cup winner John Kostecki acknowledged: 'It's one-design sailing. The bigger teams get to a certain level, then make smaller improvements, where the newer teams have big improvements and close the gap pretty quick. It's good to see, great racing, exciting for us on the course and exciting for the fans to watch.'

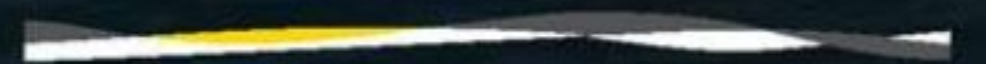
Kostecki also knows that when the game moves on up to the AC72 catamarans, money will talk, and the pecking order will come into play once more, putting Oracle firmly back at the front of the grid. For now, though, the AC World Series offers the young guns and poorer teams a great chance to show what they're made of, and it's great to see.







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An aerial photograph of the yacht Serene, a large black vessel with a white deck, sailing on a deep blue sea under a sky with scattered white clouds. The yacht is moving from left to right, leaving a white wake. The text "SERENE, 134 MT, THE LARGEST YACHT EVER BUILT IN ITALY" is superimposed in the upper right quadrant.

SERENE, 134 MT,  
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# Clearly sensational

SPACE MAY BE THE FINAL FRONTIER FOR MANKIND, BUT WHEN IT COMES TO YACHT DESIGN, THE FINAL FRONTIER IS CLEAR AS GLASS

words: Marilyn Mower

Yes, there is far more glass aboard yachts today than ever before, but the glass is still a portal – the access through the structure to the desired view and not the structure itself. Glass is a bit daring; glass is intriguing. There is no other barrier material that connects and separates at the same time. Glass, by its very nature, is unique; not a solid or a liquid, it is classified by scientists as an amorphous structure.

Considering soaring glass façade skyscrapers such as the Burj Dubai and Taipei 101 or the London Bridge Tower and 1 Trade Center now under construction, it's not surprising that requests for more expansive use of glass are coming fast and furious.

James O'Callaghan of Eckersley O'Callaghan Structural Design, who has designed what are perhaps the world's most-viewed glass projects – the staircases that are a

prominent feature of some Apple stores – says the ultimate goal is an all-glass structure. His glass treads in the Apple store in New York City's SoHo neighbourhood are 1.8 metres long and less than five centimetres thick, built of four panels of a laminated DuPont product called SentryGlas Plus. This is sheet glass formed on an ionomer-based interlayer used for hurricane and bomb-proof applications. Tempered SentryGlas has been accepted by Lloyd's Register for exterior glass balustrades and windscreens on the Fincantieri cruise ships *Ruby Princess* and *Azura*. While a 2005 change in ISO/Lloyd's rules mandated a switch from simple tempered glass to tempered laminated glass, the previous standard laminate called PVB is 10 kilograms per square metre heavier than the SentryGlas product, which saved 50 tonnes on *Ruby Princess*.



A cutaway of glass incorporated with the exterior shell of a superyacht by Azure Yacht Design (below)







**Nauta's Streamline 105 (above) shows an ambitious use of glass overhead, on a sailing yacht**

'Due to an increasing demand for larger beach clubs, more natural light and a greater connection with the marine environment, we began a project last year to investigate the use of larger glass areas on yachts,' says Hugo van Wieringen of Azure Yacht Design and Naval Architecture in the Netherlands. 'Designs with windows from deck to ceiling are appealing, but can cause problems for the strength of the vessel.'

'Our ultimate goal is to use more glass on the superstructure and in the hull; to blur the boundary between interior and exterior spaces. Our research has shown that load-bearing glass is not advisable on a yacht due to the dynamic behaviour in a seaway, so our focus has shifted to using glass with an alternative construction method,' he says.

One of the few things glass cannot do is redistribute load. Forces must have a clear load path through glass to structural supports. Even with tempered glass it is important to minimise concentrated loads at connections, so designers must separate glass from metal with a more forgiving material such as silicon or neoprene.

Azure's glass research project has led to a concept that

appears as full glass walls on all superstructure decks. This concept results in great panoramic views, particularly when accompanied by glass bulwarks, without compromising structural integrity.

In addition to using glass on the superstructure, the project is focusing on using glass in the aft areas. Tender garages, for instance, have the potential to be transformed into beach clubs with swim platforms. Azure, an independent Dutch design office with a staff of more than 20, plans to integrate the results of its research project into its own designs, but will also offer its specific knowledge in this field to partner yacht designers and builders.

Glass can make interesting columns but to keep it from buckling, it must be laminated into bundles – either rods glued together, two laminated tubes of successively small diameter epoxied into a solid hollow cylinder, or as multiple strips bound with resin. Each of these three processes has been compression-tested to carry a load of more than 3,500 kilograms for a 2.9 metre column with a diameter of just 10 centimetres. Meanwhile, new glass fin technology is enabling glass to replace mullions in glass walls in land-based construction. Can yachts be far behind?





## How far can designers go?

Glass provides superyacht architects with an almost unlimited playing field. Used skilfully, glass can alter the external appearance of yachts significantly. The architects and designers at Blohm + Voss Shipyards had that experience with *A* – featuring technical and naval architecture by Martin Francis to a concept by Philippe Starck – and *Palladium*, designed by Michael Leach Design. Francis was the ‘F’ in RFR, a Paris-based engineering firm that invented cable-braced glass wall construction used in IM Pei’s glass pyramid at the Louvre.

‘How the composition of the glass components harmonises with comfort, privacy and safety challenges the expertise of engineers at the shipyard,’ says Matthias Witzel, naval architect at Blohm + Voss. ‘Recognising the interdependencies between the installation location and position with regard to the ship, as well as the interior and exterior effects that may affect a glass structure, is a fundamental factor. Modern glass shaping techniques give architects the ability to match the curvature of the glass to the structure of the ship. They have more freedom in designing the ship’s contours where glass is concerned. The designs catch the eye and guide it, using coloured glass elements integrated flush with the exterior.’

The first yacht to truly establish glass as a design and structural element was *Eco*, designed by Francis and launched by Blohm + Voss 20 years ago. Espen Øino was a designer on that project.

‘We researched the glass for about three years and were convinced we would get a lot of strength from the geometry of the glass, like an egg,’ Øino recalls. ‘A lot of so-called qualified experts convinced the owner he would need lots of spares for those windows. With unique tint and shape, that tempered glass had to be all made in one run. The yard stored the spare glass for a number of years and to my knowledge, not one of those windows has ever cracked.’ The irony of the project is that the manufacturer for Eco’s convex windows was Flachglas – meaning ‘flat glass’ in German.

‘Glass is a great material, I love to see out. But it’s heavy; you have to find a trade off. We are building a 63 metre in Turkey for Sunrise and the superstructure is pretty much clad in glass. The thing is, you don’t have to fair and paint glass,’ Øino says. ‘You just can’t use it as a primary supportive structure and the classification societies are getting tougher on glass balustrades and bulwarks.’

‘The quality of thicker glass constructions that can be achieved gives designers the ability to attack an issue they have not yet considered. With traditional portholes, the full measure of hull window design has not yet been taken. A 400 millimetre porthole is the standard approach. It is time to take up this issue and include the design of the windows into the design of the hull. Also, the crew and the guests, whose living quarters are often in the hull, need more natural lighting as well as the enjoyment of life that decoratively shaped glass can provide,’ notes Witzel.

**Hot Lab’s 73m Milano project (above left) features a steel and glass structure on the aft sundeck originally intended to be a greenhouse, gym or semi-open lounge. Luiz de Basto’s 90m design for Oceanco (above) features a superstructure completely finished in reflective glass for panoramic full-height views from the interior**



## Deflecting heat

The problems with glass just now finding a solution are heat build-up and the transmission of glare and UV rays. The US Environmental Protection Agency says that heating, cooling and lighting buildings accounts for 36 per cent of US energy consumption. And despite the recession, or perhaps because of it, the US Government has been making grants to companies that manufacture ‘dynamic windows’ – panels that can change transparency to help abate heat build-up and glare.

There are two ways to create dynamic windows or ‘smart glass’, as it is more commonly called in Europe: thermotropic and electrochromic. The first is passive, triggered by heat from the sun; the latter requires electrical current to switch

**Espen Øino has utilised glass to great acclaim in flat applications, such as aboard Lürssen Skat (below), and curved, as aboard the recently launched Shooting Star by Danish Yachts (left)**







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the glass from clear to tinted. It can be part of a building or vessel management system, or controlled individually by occupants. Both systems block UV rays.

In the thermotropic arena, one of the largest US manufacturers is Pleotint. It uses a heat-sensitive film sandwiched between two or three panes of glass – and the exterior glass can be tinted or clear. The film darkens when heated, blocking up to 50 per cent of visible light, while a secondary coating reduces heat transmission through the glass to the inside of a room. The glass stays clear at all times. Because it is passive, only the side of the room in the sunlight darkens. Currently the largest thermochromatic windows possible measure 152 by 305 centimetres.

In the electrochromic sector, Boeing's choice for its 787 Dreamliner is Sage Electrochromics in Minnesota. In November 2010, Saint-Gobain, the world's largest manufacturer of building products and second-largest glass manufacturer, made an \$80 million strategic investment in Sage to expand the Minnesota plant and enable all its dynamic glass products to be manufactured there, although sold under the Quantum label in Europe. Flachglas, one of Europe's largest glass makers in the transportation sector, is also working with electrochromic glass it calls Infraselect, which turns blue to reduce visible light.

Dynamic windows are more expensive than regular windows, with thermochromics at about \$15 per square foot and electrochromics \$50 per square foot, although the price is dropping as applications and capacity grow.

Research Frontiers, a New York-based company, has recently developed a SmartGlass controller that allows infinite control of the amount of light that can travel through glass or polycarbonate. Its SPD film contains randomly oriented microscopic particles. When no voltage is present, the particles absorb light and block it from passing through the film. When electrical voltage is applied, the particles align so light can pass through. By regulating the voltage, users instantly regulate the amount of light and heat coming



**SPD SmartGlass in the studio of ITV (above) allows different looks as well as heat and glare control with the flick of a switch**

through windows. This has enabled the world's first automotive dynamic window called 'Magic Sky Control' in the Mercedes-Benz SLK Roadster. At the touch of a button, the roof of this car goes from very dark to clear.

Finally, while some designers are embedding photovoltaic cells into glass roof structures, New Energy Technologies says its SolarWindow technology generates electricity. The company has coated the clear surface of a working lab-scale prototype with newly discovered, organic electricity-generating coatings, comprised primarily of hydrogen and carbon. These nanotechnology coatings influence electronic, electrochemical and optical properties of the window, producing a highly transparent and aesthetically pleasing soft window tint that earns its keep by making electricity.

Indeed, glass is the material of the future and will be an increasingly important component of interior and exterior yacht design, because it provides almost limitless freedom in design options and the visual freedom yacht owners crave.



**This bold Nuvolari Lenard design includes external glass lifts and a retractable glass hangar for a resident helicopter, while the stern features a large infinity pool**





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# Decorative GLASS

OWNERS WHO LOVE THE  
 UNIQUE GLINT OF GLASS HAVE  
 LED ARTISANS TO MAKE IT A  
 PRACTICAL REALITY ON BOARD

Fabulously expensive and famously smashable: the thought of decorative glass on moving a boat is, to first apprehension, worrying.

But superyacht owners want the best of everything and glass has a unique glint. Its delicate reputation may even add to its cachet as a luxury material – like a cashmere cardigan or a cream suede sofa. In any case its desirability has mobilised artists, engineers and designers to make decorative glass a practical reality on board.

This quest was not as outlandish as it may seem – glass can be an ideal material for some high-wear applications. ‘It’s harder to scratch glass than plastic or wood – for table tops there is no better material than granite or hardened glass,’ says Marek Landa, yacht specialist at Crystal Caviar, which specialises in chandeliers and glass art for yachts and aircraft. But putting glass on yachts does require special skill.

‘Vibration is a big problem with any artwork, if it’s a chandelier, you don’t want it to be noisy or shatter in a crossing,’ says Landa.

Most art on yachts is bespoke, but if existing pieces are used the company modifies them. ‘We’ve got vibration tests, then we use pads between the glass and metal, like dampers on a car engine. Even fragile crystals are well protected.’

This know-how was put into practice in the stairwell of



8.5 metre glass sculpture by Crystal Caviar with H2 Yacht Design. Its glass bubbles seem to hang from fine threads, but these are in fact rigid, polished stainless steel rods. 'Originally it was free-hanging but we made it solid,' says Landa.

Glass partitions and wall-fixed artworks also benefit from vibration dampers, but demand different treatment. 'We safety lacquer the artworks and use multiple layers, so if someone smashes the glass it cracks but the pieces stay together,' says Landa. 'Heat toughening makes glass safe the opposite way – if you smash it, it will break into thousands of harmless pieces. We use the technology to fit: for example curved panels will be very hard to heat toughen, so we would use multi-layered glass or safety lacquer.'

There are other issues to consider. 'You can kill an artwork by not lighting it properly, so we usually cooperate with interior designers,' says Landa. 'Then how do you fix the base so that it's not going to move in a storm but you can still remove it in five years if you want?' asks Landa.

And it is likely owners will want to remove – and sell – it. The company often works with artists whose pieces shoot up in value, including one who features in the New York Guggenheim and the private collections of Madonna and Elton John. Glass art is certainly in vogue. Perhaps the most recognisable name in this field is Dale Chihuly, famous for his tendriled glass sculptures. 'The great thing about glass is how it responds to light,' he says. 'Light doesn't damage glass like it does other forms of art. When the light changes throughout the day, it changes how the artwork looks.'

This responsiveness to the environment is well suited to a yacht, where many owners enjoy feeling connected with the rhythms of nature. The experienced owner Dennis Washington so understood the benefit of glass on board that this affected the redesign of his 100 metre rebuild *Attessa IV*: they enclosed the sundeck and created a dome in which to hang Washington's 2.2 metre Chihuly chandelier.



In a similar way, Joos van Bussel, creative director of Glass Deco, has found that because 'superyachts are even more high-end than the most luxurious residences', owners let creative minds roam freer. Glass Deco creates decorative glass for yachts and luxury homes. Its Klimt-inspired screen on 47 metre Heesen *4 You* is a romantic piece that fits perfectly with the fantastical feeling of being on a yacht. Again, on 55 metre Heesen *Quinta Essentia*, a potentially dark spiral staircase is turned into an exciting feature with glass treads mounted in stainless steel and lit with LEDs. Here, glass has been used like marble or stone and van Bussel believes it has a similar appeal. 'It's a natural material and it gives you richness. Stone or marble or onyx, these are always warm, natural and beautiful.'

Or indeed cold, natural and beautiful. Crystal Caviar has developed an 'ice glass' that looks like 'the frozen top of a lake'. Landa hopes to create an ice glass staircase on a yacht. 'You would be walking on ice but it would be warm. [It] optically cools the room.' Indeed, he believes that for optical illusions, glass has no peer. 'Chandeliers you can make out of acrylic, but they lose sparkle. There is nothing to replace crystal and glass,' he says. Fortunately for these artisans, superyacht owners seem to agree.



The Chihuly chandelier on *Attessa IV* (previous page); Crystal Caviar's chandelier on *Talisman C* (top) and ice glass (below); Glass Deco's staircase on *Quinta Essentia* (left) and screen on *4 You* (above)





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THE DRIVE THAT MADE CHARLES DUNSTONE'S BUSINESS FORTUNE HAS ALSO BEEN CHANNELLED INTO HIS LONG-TIME PASSION: HIGH-TECH, HIGH-ADRENALINE YACHT RACING

words: Mark Chisnell

photography: James McCauley

There is little fuss when Charles Dunstone walks into London's Nottingdale restaurant where we've agreed to meet. This is despite the fact that we're on the ground floor of the tower block that houses the TalkTalk Telecom Group, of which Dunstone is chairman. According to the mythology of Britain's popular press, Dunstone is the man who founded the Carphone Warehouse with £6,000 of savings, and turned it into a billion pound fortune – but no one in Nottingdale looks fazed by his presence.

Relaxed and dressed in a grey suit and open-necked shirt, he doesn't take long to get settled at a table, and his easy manner rustles up menus and a couple of fruit juices. The food is being cooked in an open kitchen behind the counter and looks fabulous. I decide on the porcini risotto and Dunstone goes for the leek and gruyere tart with a salad, although the latter remains largely untouched, as he seems more keen to talk. Whatever the truth of that press legend, Dunstone's is quite a business empire – but I have simply come to talk to him about his other passion – sailing.

Dunstone has a deep affiliation with the sport; as a child he holidayed on the east coast of England, at a place called Burnham Overy Staithe. It's a beautiful part of the county of Norfolk on England's east coast, sheltered from the North Sea by tidal creeks, salt marshes and dunes. And as Dunstone points out with a smile, it's where Horatio Nelson learned to row and sail before he joined the British Navy.

In fact, it's the kind of place where everyone has some connection to the water. Or as Dunstone put it, 'When the tide was out you went to the beach, and when the tide

'I've come to the conclusion that if you're not sailing to go as fast as you can, you might as well put the engine on'

# LUNCH WITH... Charles Dunstone





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was in you went sailing.' He needed little more inspiration than that; his parents weren't particularly into boats, but they owned a rowing dinghy when he was very young. He grew up messing around in boats on those Norfolk holidays, and by the time he was 10 Charles Dunstone had his own Optimist. He graduated to an Enterprise – a wooden, Bermudan-rigged dinghy for two people, designed in 1956. Dunstone's was an early version and rather ancient by the time he got it. He rattles off the sail number – 3241 – without missing a beat.

Dunstone did all his early sailing at Overy Staithe and at school, on an inland reservoir called Rutland Water. His parents lived abroad and so the route familiar to many of his generation (Dunstone is in his late 40s) wasn't open to him – with no mum and dad available to drive to race meetings, there was no Mirror, Cadet or 420 dinghy. So his sailing was very much connected to North Norfolk, and the trail only leaves the tidal flats and

marshes of Overy Staithe after Dunstone's first wave of business success.

At that point he joined with another early-days Carphone Warehouse man called Guy Johnson, and together they bought a Beneteau 45F5 called *Space*. Like hundreds of others on the Solent they raced it with friends and contacts, doing Cowes Week, the Round the Island and across the English Channel with the Royal Ocean Racing Club. 'My deep dislike of offshore racing was [already] developing by then,' adds Dunstone.

They were never going to win anything in that boat, and eventually Dunstone struck out on his own and upgraded to a much more competitive Bashford Howison 41. It was followed by a Corby 42, each boat owned and raced for about three years. To an outside observer of Dunstone's sailing career, the one that came next is probably the most memorable – but it's the one I have to remind him about. She was called *Enigma*, and she

**Dunstone's passion for boats translated into competitive racing yachts, including the second of his TP52s, *Rio* (bottom left) and the 76-foot sled *Enigma* (top left) which enjoyed racing success in the early 2000s**

**He did Cowes Week, the Round the Island and sailed across the English Channel, but he says, 'My deep dislike of offshore racing was already developing by then'**







started her life as a Reichel Pugh 76 called *Chance*, with just one TransPac under her belt.

Dunstone bought her during the winter of 2002-03 and as he says, 'That was an amazing year.' In 2003, *Enigma* won the Rolex Fastnet Race, in the autumn they won the Rolex Middle Sea Race, and finally in 2004 the Giraglia Rolex Cup. The crew included such luminaries as navigator Jules Salter, who went onto win the Volvo Ocean Race with Ericsson in 2008-09, and Neal McDonald, who at the time of writing was leading the latest iteration of the VOR as a watch captain aboard *Telefónica*.

'I remember coming back up the Solent having gone round the island on that boat, coming back from the Needles at a steady 27 knots,' recalls Dunstone. But despite the fond memories and all the successes, *Enigma* taught him that offshore racing really wasn't his thing. 'You feel that if you get a bigger boat it's not going to be as bad, but in truth it's not much better.'

The ride didn't last much longer anyway. In Cowes Week, barely a couple of months after the Giraglia win they came up against the first of the TP52s to reach British waters. 'We just couldn't get away from it, and realised this has been amazing... but unfortunately, no one-off boat is ever going to compete with a TP, because they have been so optimised over time, refined and refined and refined.' So he sold *Enigma* and went shopping for one of the new boats. 'TPs were the hot, hot thing.'

It was the second of the two he owned that was the more successful: a 2007 generation Judel Vrolijk that

**'It was very, very good to watch someone round the mark in front of us and put half a boat length on because they did it better – we really learned'**

Dunstone bought in 2008 and raced through the back-end of the noughties. *Rio* was named after the Duran Duran song (pop star Simon Le Bon would race on board), and picked up more than her fair share of trophies, including Cowes Week class wins in 2009 and 2010. This was despite the presence of *RAN*, Niklas Zennstrom's TP52 and his first truly serious foray into racing boats. The latter had a fully professional crew that included helmsman Tim Powell. Dunstone still drives his own boats. 'It was painful looking at the back of *RAN* as much as we did. But it was very, very good to watch someone round the mark in front of us and put half a boat length on because they did it better – we really learned.'

In parallel to the racing boats Dunstone has also owned cruising yachts, initially a Swan 86 and more recently *Hamilton II*, a 36 metre Briand design built by Construction Navale Bordeaux. He raced these boats too and sure



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**'It was blowing 30 knots and we're on this boat with loads the builders and the designer never imagined we'd put on it. I said we're not going to race this boat anymore'**

enough, soon took it more seriously. His experience will ring a bell with many. 'It just got out of control, because we started to put Kevlar sails on and put more and more load on the boat, and we kept upgrading system after system to take the bigger loads, and in the end we were going to break the boat.' He formed the view that, 'Compromise boats are not the thing if you want hard-core racing.'

And then in June 2010, on a big breezy day at the Loro Piana in Porto Cervo, *Hamilton II* and the 45m Dubois design *Salperton IV* were trading tacks up 'bomb alley', the narrow channel between Sardinia and the offshore islands to the north. The bigger Dubois design had just ducked behind *Hamilton* as they beat towards the finish. Then as *Salperton* luffed back to her course, a jib sheet parted. First mate Mark Goodwin got caught by the flogging rope and was hurled against the boom vang. He broke six ribs and damaged his spleen, which later had to be removed.

'It was blowing 30 knots and we're sat on this boat with loads the builders and the designer probably never

imagined we'd put on it. At that stage, I said we're not going to race this boat anymore.' It was a decisive moment. Despite not being directly involved in the accident Dunstone was clear about the impact. 'It brought it home to everyone.' So where does he stand on the burgeoning superyacht regatta circuit? 'It is amazing fun, but you've got to understand that [racing] is what you're going to do with the boat when you design it.' Or...? 'I sincerely hope not, but I fear there will be a real tragedy at some point.'

Dunstone's own solution will hit the water this summer. His new boat is a Wally Cento, a 30 metre 'box rule' superyacht class with lightweight, carbon composite hulls. Dunstone will have one of the first two built, a Judel Vrolijk design constructed at Green Marine's UK yard. 'It is,' says Dunstone, 'a proper superyacht that's designed to allow you to race it.' He hesitates, then adds, 'It's slightly like truck racing.' Prettier than trucks, I point out. Dunstone laughs, and clarifies: 'You're racing something bigger than you need to, to go at that speed.'

'I was really keen to do something that was around a

**Dunstone decided to stop racing *Hamilton II*, shown here at the Loro Piana Superyacht Regatta in Sardinia, after an incident aboard the 45m *Salperton*. Instead, Dunstone will race his new 30m Wally Cento, due to launch this year**





SUPERYACHT MEDIA



rule of some sort,' he explains. This goes back to his belief that a TP52-style development class boat will always beat a one-off? 'Yes, so they've done this box rule, it's looser than the TP52, but that's really good – you'll get close racing, and get this kind of evolution. If you look at the sort of people that Wally attracts and the events they go to, they are the absolute pre-eminent brand of performance superyachts.'

Does he prefer racing or cruising? 'Racing. I've come to the conclusion that if you're not sailing to go as fast as you can, you might as well put the engine on.' So no more cruising superyachts, then? 'I like going and doing proper racing. We did the St Barths Bucket two years ago. We'd never go back and they'd never have us back – I think that was the understanding we came to. You've got to radio someone and ask permission to overtake them?'

It's easy to see why the Wally should suit him – and Dunstone was never likely to go down the route of the line honours leviathans like *Shockwave* and *Wild Oats*. But what about that other option? The 300 pound gorilla in the room when Charles Dunstone is talking sailing: the America's Cup. He had some involvement with Sir Keith Mills' challenge, which was shut down late in 2010. 'We concluded that [it] was impossible for us to raise enough money, or anything approaching enough money to be able to take part. We reckoned it was 130 million quid.

And you think you might be able to raise... Well, Keith's good, Keith's done the Olympics... 30 (million) he thought – and Larry's (Ellison) almost certain to win it. And it would just be making us miserable. Sailing is meant to be about fun.'

So does he see himself ever getting involved again, if the game changes? 'Never say never. I'm too busy at the moment with my work to be able to do it. So right now, if it looked feasible and there was someone credible trying to put a team together, I'd be minded to try and help them. But I'm certainly not going to...' He tails off. Front it? I finish for him, rather tactlessly. 'No. It seems like a lot of agony,' he replies, 'but someone's got to bring it back to England at some stage.' And he smiles.

Meanwhile, up in North Norfolk, he still has Enterprise 3241, now beautifully renovated. 'I'll never sell it,' he says. And while he gets to go dinghy sailing occasionally, he's found having a young family makes it easier to go to Sardinia to race for five days, than to weave the Enterprise into his everyday life. So the Wally Cento will move to the Med for the Maxi Worlds, after her Solent debut in the Olympic summer of 2012, and then on to the Nioulargue and the rest of the Mediterranean circuit. And for now, one suspects that will be plenty enough sailing for Charles Dunstone.





## Yachts for the new frontier [2]



  
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# SWATH DESIGN

## The next generation

words: Amanda McCracken  
photography: Buggy Gedlek

The design of a SWATH is as extraordinary as its initials imply and may not mean much to you even when spelt out – Small Waterplane Area Twin Hull. But it could be the next design phenomenon to be taken up by clients who seek ever increasing comfort and volume for their homes on the sea – a new style of expedition vessel, if you like.

The evidence comes from discussions with Till von Krause of Abeking & Rasmussen (A&R), which builds SWATHs for commercial applications, and Andrew Langton of Raymond Langton Design. Together they have been working on developing a 62 metre SWATH with interior volumes equivalent to that of an 80 metre monohull, for clients whose demands include travel in extreme comfort, staying at anchor on a stable platform in almost any weather conditions, use of an onboard helipad for guests and limousine tenders for ship-to-shore transfers.

To give you some idea of what a private SWATH looks like we take you back two years, to an article on the 41 metre *Silver Cloud* (see *BI* issue 297, and [yachtsilvercloud.com](http://yachtsilvercloud.com)), the first to be built at A&R for her American owners Alex and Renate Dreyfoos. They say it causes quite a stir wherever she goes. In just two years they have covered thousands of sea miles on board, encountering some nasty weather systems along the way that would normally have kept them in port – but such is the construction of these vessels that weather patterns are no longer a problem.

Extraordinarily, before the couple took delivery of *Silver Cloud* they were in danger of having to hang up their logbook and abort adventurous plans because of the oldest on board affliction: seasickness. Even zero speed stabilisers on their previous yachts did not give enough stability in a swell and it soon became apparent that a monohull, however well built, was not going to work. Alex Dreyfoos used his engineering skills alongside the expertise of A&R, and the result is a perfect cruising vessel for all weathers – and such is its stability that seasickness is no longer an issue.







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Abeking and Rasmussen's vision of its SWATH private superyacht in action (above), and how the SWATH matches up to a monohull and catamaran on the waterline (below)

## What is a SWATH?

SWATH is an innovative hull concept for smooth service in rough seas. The idea was taken from the principle of semi-submersible offshore rigs, designed to provide a working platform with minimised motion in open sea. The origins of a SWATH concept date back to the early 20th century but it was 1946 before a Canadian, Frederick Creed, was able to take out a British patent on his version. The US Navy became interested and carried out extensive design

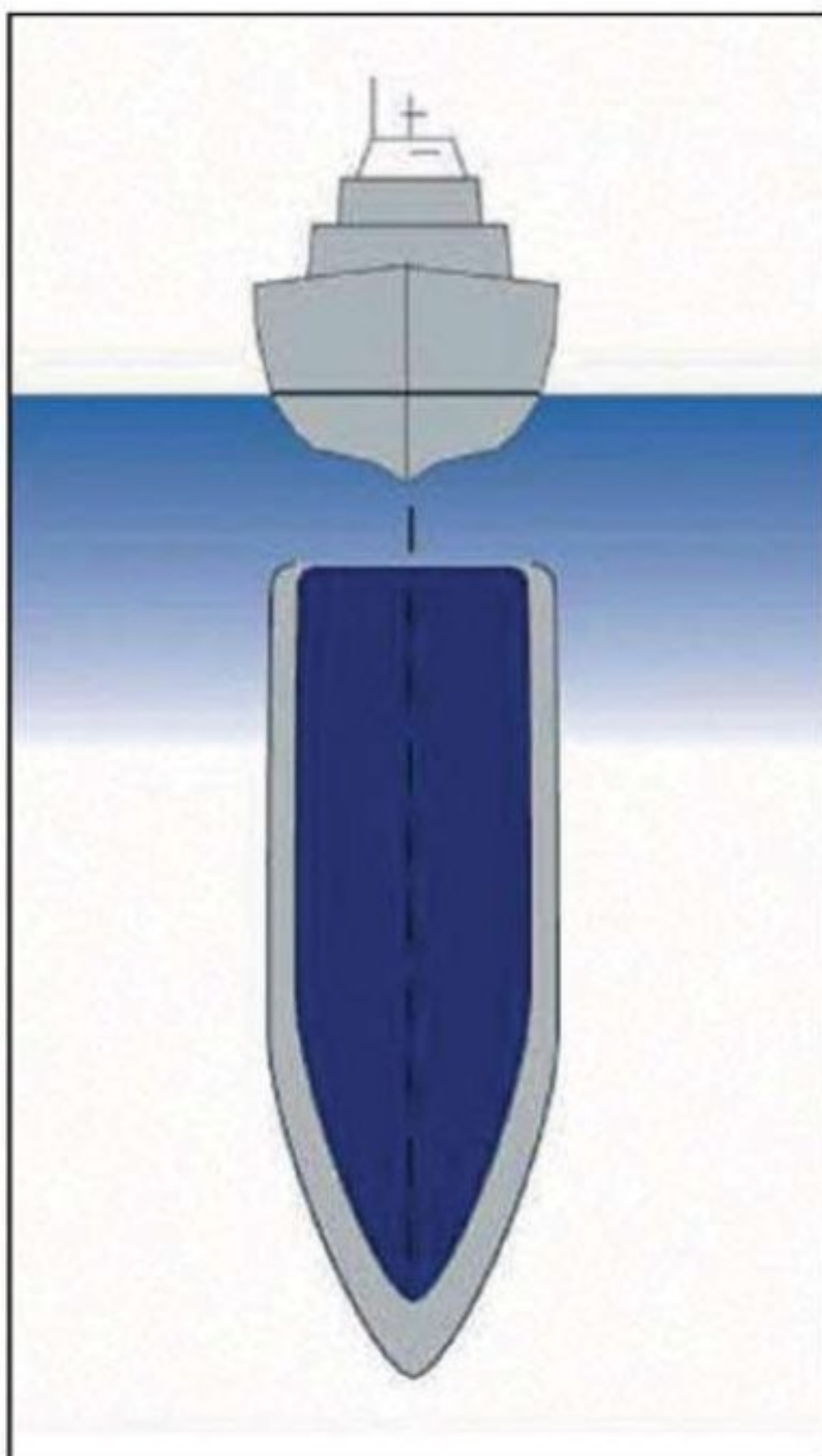
and test work in Hawaii, from which Dr Tom Lang obtained a patent for a SWATH with additional stabilising fins. Just as importantly, the navy put a massive effort into design software, which later became available to purchase. 'Without computer-aided design, a practical SWATH would hardly be possible,' explains A&R's technical director, Dr Klaas Spethmann.

The buoyancy of a SWATH ship is provided by its submerged torpedo-like bodies, connected by single or twin struts to the upper platform. The cross-section at sea surface level is minimised so very little of the vessel is exposed to the lifting forces of the waves. Abeking & Rasmussen has developed SWATH technology over the past 15 years, on the back of its long-standing experience in hydrodynamics, lightweight construction, special materials and leading-edge ship design. With the know-how gained from full-scale service data of reference ships and special software tools A&R is now in a position to design and deliver SWATH ships under the brand name SWATH@A&R.

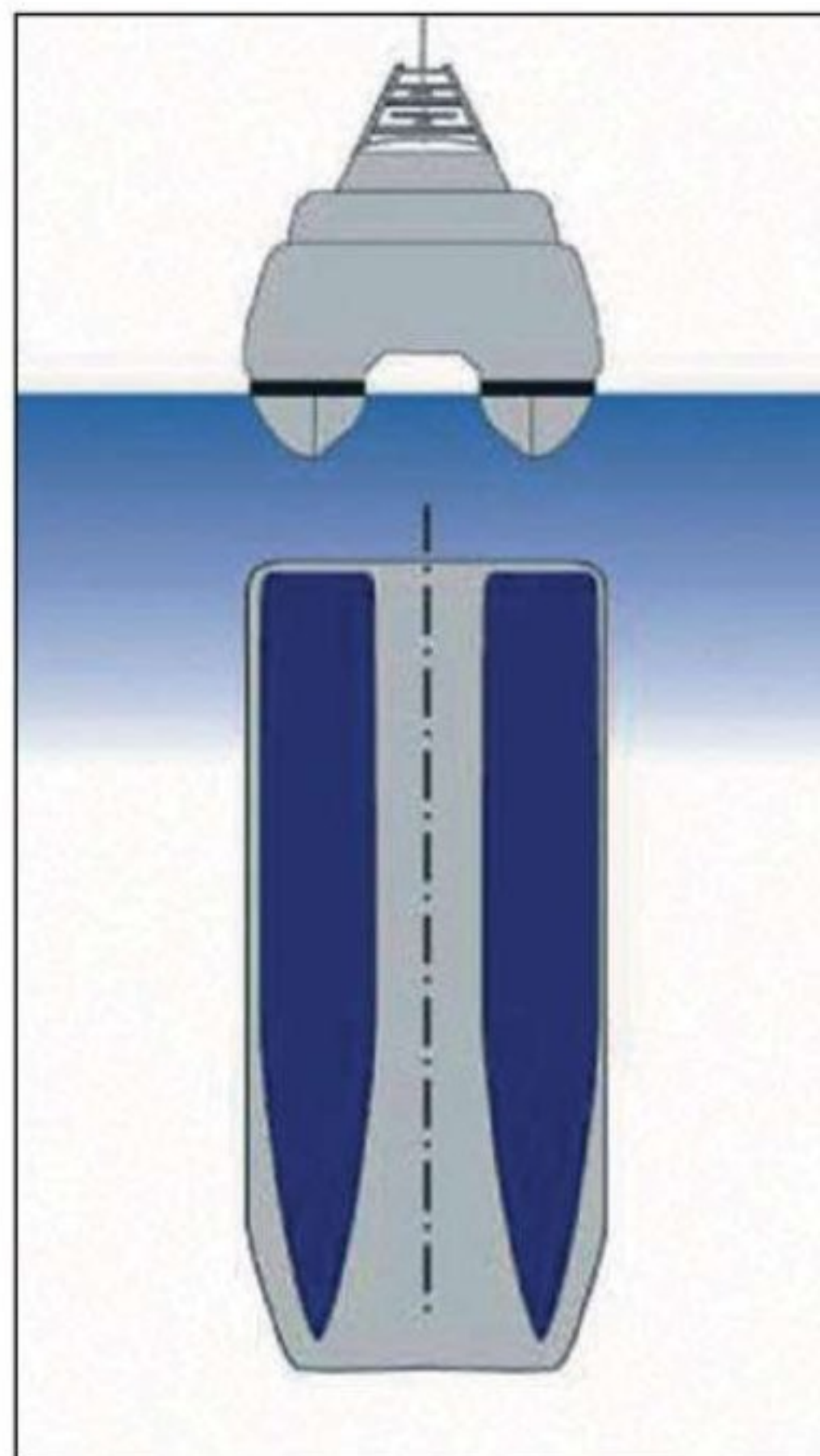
## The new generation

With the demands from potential clients for designers to provide ever increasing volumes for guests, technical spaces and crew aboard superyachts it made sense to look at how these vessels can be adapted even further to deliver unsurpassed luxury living to include the integration of

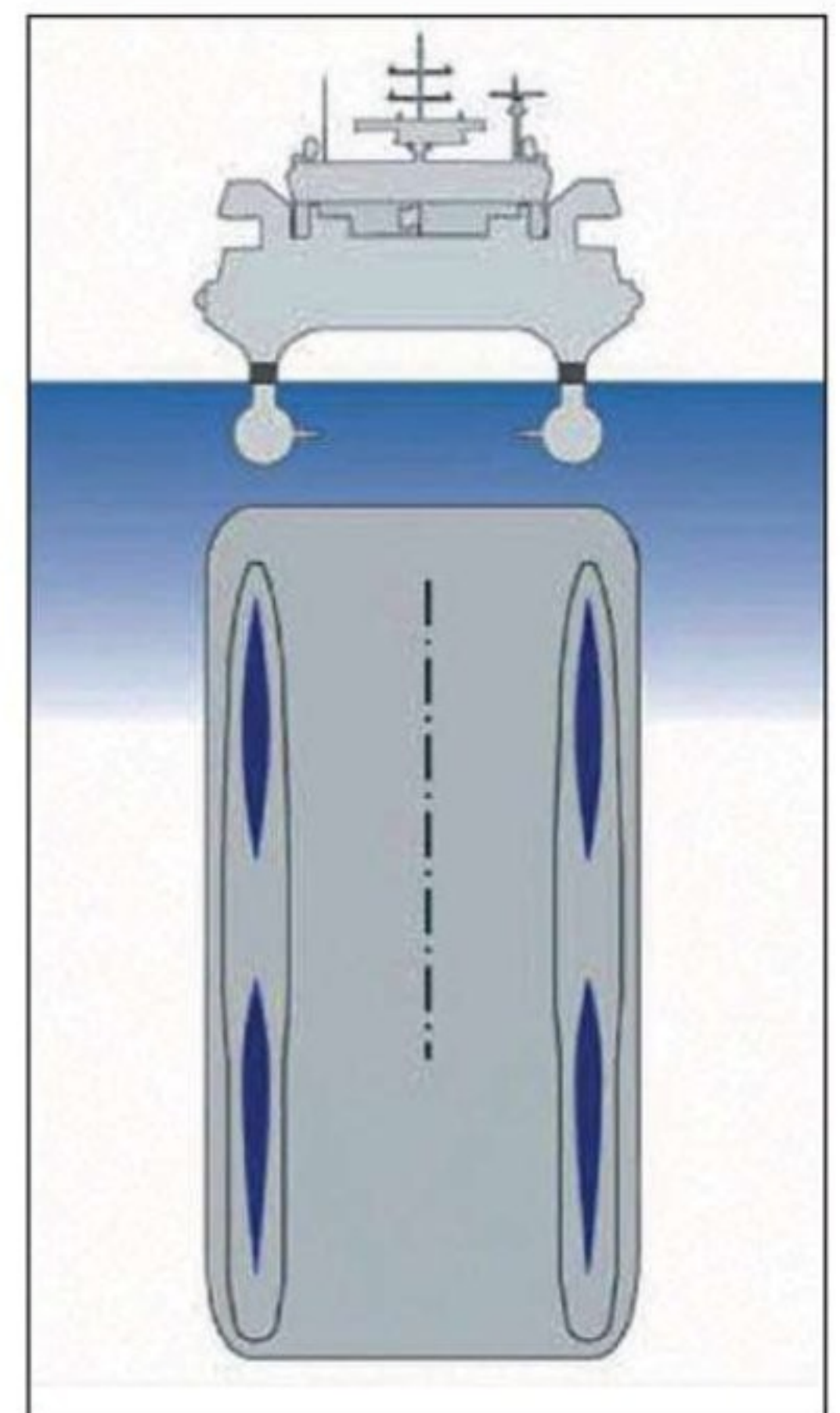
Monohull



Catamaran



SWATH







such items as a helicopter, submarine and toys carried on board, instead of using a mothership. Some sceptics will disagree, of course: the design of the commercial SWATH is less than pretty, with a cumbersome Lego-like structure atop a flat base, mounted on what looks like a submarine-type structure to each side of a very prominent girth. It spans almost the same width as the length, with struts to hold the ship above the waves.

So why go for a SWATH? The keys are volume and stability, and for those that get seasick, it's a revelation. We went aboard a 50 metre SWATH vessel at Cuxhaven in Germany that is used as a floating hotel for pilots working out at sea; she stays offshore 365 days a year. The technical spaces are incredible, cavernous even. The torpedo-style bulbs attached to the platform can swallow up to four engines (diesel electric propulsion gives the choice of operating at a greater range of speeds), generators, complete crew areas, storage spaces with incredible headroom, and because they are separate from the living quarters, vibration can be significantly reduced compared to a monohull.

The motionless ride is due to the fact that the vessel has almost no waterplane area that can be lifted by a wave. It gives the vessel horizontal stability in some of the worst weather, keeping it riding the seas with near zero roll and a very slow pitching motion over large waves. The diagram on the right shows the minimal roll and pitch of a SWATH at 10 knots in a three metre sea state at all points of the compass.

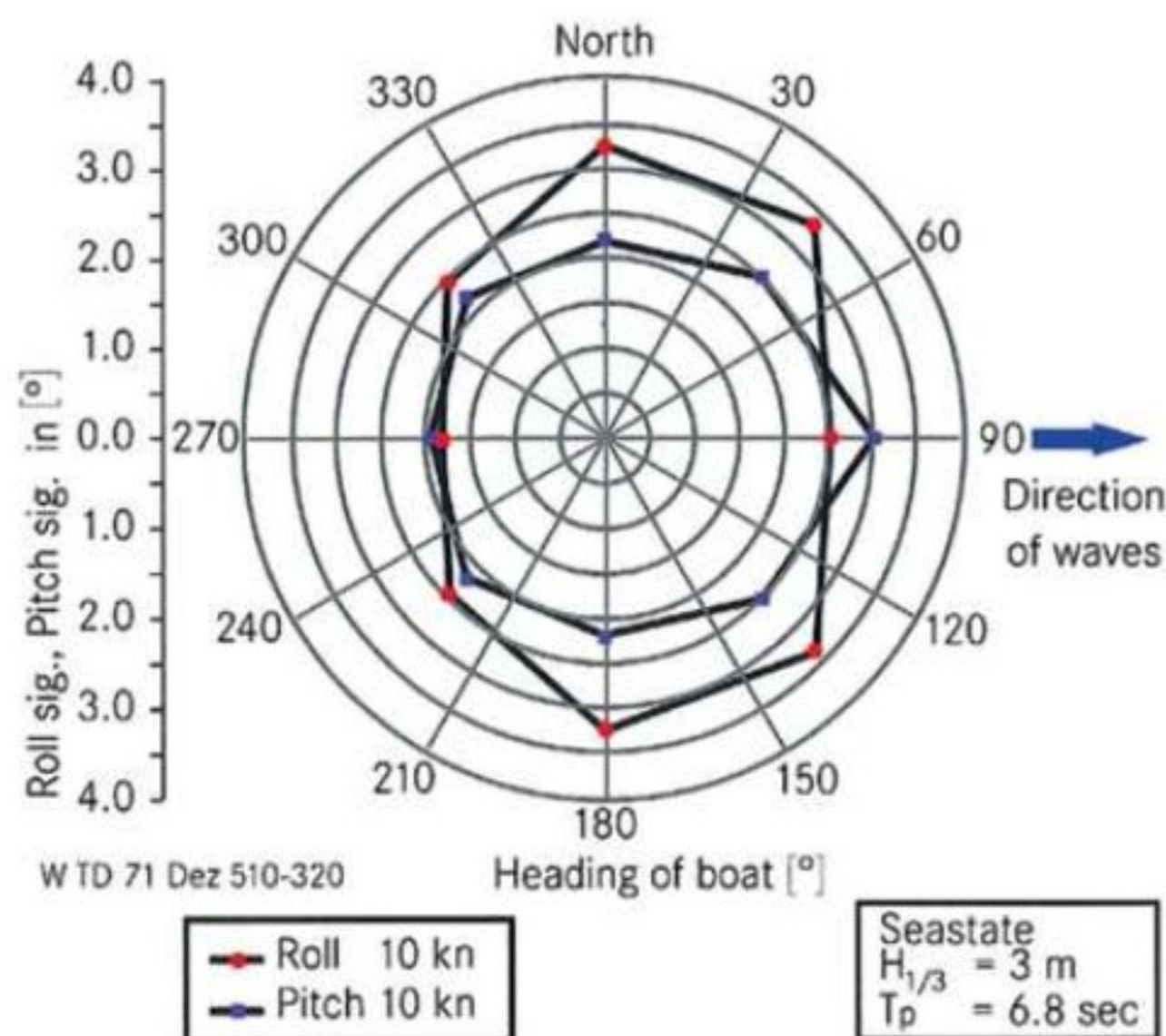
## The next generation

Andrew Langton has been fascinated by alternative

watercraft such as hydrofoils, cats, trimarans, and SWATHs since his university days, so when von Krause asked him to develop a SWATH superyacht, he jumped at the chance.

He explains: 'The SWATH concept is a huge platform that enables us to create just about any form of superstructure we like; the only limits are the overall weight of the vessel and the distribution of that weight. A&R gave us freedom to come up with a new concept. The buoyancy of the SWATH is set out in such a way that we need to have the superstructure much further forward than on a monohull. Our concept for the SWATH was to create the volume of an 80 metre-plus yacht inside a 62 metre vessel; the layout of the interior spaces had to be considered at the same time we were creating the exterior look.

**SWATH (above), is the latest concept A&R is working on: it features a single hull with two outriggers going into the water. Spot the aesthetic difference between a commercial SWATH (top) and the private superyacht (Silver Cloud, above left)**





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**A new-generation SWATH@A&R vessel under construction; the torpedo-style hulls hint at the storage capabilities, particularly for larger versions. A&R's Till von Krause and Dr Klaas Spethmann explain the concept (below)**

'As this vessel is radically different from a monohull superyacht, a different look was more appropriate than to make it look like a conventional yacht. The front of the superstructure is almost vertical and almost entirely glass, giving the accommodation panoramic, unobstructed views of the ocean, with floor to ceiling windows and access to private terraces for the owner and guests. From this very strong design aesthetic the superstructure tapers dramatically aft, which eliminates the boxy look of the commercial vessels and helps limit the weight distribution. As the SWATH has effectively four hulls – a pair of submerged torpedo tubes and the struts penetrating the water surface – this gives you the feeling of flying above

the water. We integrated the huge platform into the superstructure to make the vessel look like one form, whereas the commercial SWATH looks like a platform with a house on top.'

The volume Langton has created is so much more than on a large yacht, so had to be approached differently. Considering the rooms in a large monohull, Langton arranged them over four decks, keeping the stairways and lifts in the centre. One important area is the private owner's deck with panoramic views and terraces all around. The guest accommodation is designed looking forward with views to the sea, with the living spaces toward the aft decks. The huge windowless void underneath a commercial SWATH has been turned into a cinema, gym and spa area with sections of glass flooring.

'The design connotations are endless,' continues Langton, 'with the only limit being weight. You can think out of the box with a SWATH and get creative. We were already thinking about an observation room in the front of the torpedo hull, glass floor sections between the hulls, a helicopter pad, and we have planned a beach platform that drops from the main deck aft to the sea with a connecting staircase. It is even possible to integrate a paddle tennis court on main deck... The most challenging part of the design is that the platform







of the SWATH is a huge ungainly rectangle and we had to work around this to create a form that would pass as a superyacht and not look like a box.

'The incredible beam also means that a fully certified helipad is easily achieved. Landing a helicopter is safer as the SWATH will not be rolling around like a monohull can do. The main tenders are located on a lower section of the main deck aft. They are launched overboard to the stern by an overhead 'A' frame davit/crane integrated into the styling of the superstructure. The tenders can be launched and retrieved very quickly and safely even on the move – even with guests on board if they are feeling brave!'

The superstructure is radically different from *Silver Cloud's* clean and simple lines. Langton felt he had to be more radical in the design because there are no real limits. With his creativity, a blank canvas and ideas of what prospective clients want, he concludes, 'You have to recognise this vessel as a superyacht whilst appearing refreshingly different to conventional yachts.'

The one burning question is how much it costs to build a SWATH compared to a monohull superyacht. Till von Krause has an answer: 'If you look at the comparable volume, it is about 10 per cent more than a monohull, but the interior is very similar.'

Head to the iPad version to see a video of *Boat International's* trip on board a SWATH on the River Elba.



These images of A&R's new SWATH@A&R vessels vividly illustrate the huge interior volumes available for the technical spaces, with similar spaces for living areas and the storing of toys





Senza spiegare nulla, senza dirti dove, ci sarà sempre un mare che ti chiamerà...

*(A. Baricco)*



Serie Vintage 42



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# LOUIS XIII

*Rémy Martin*

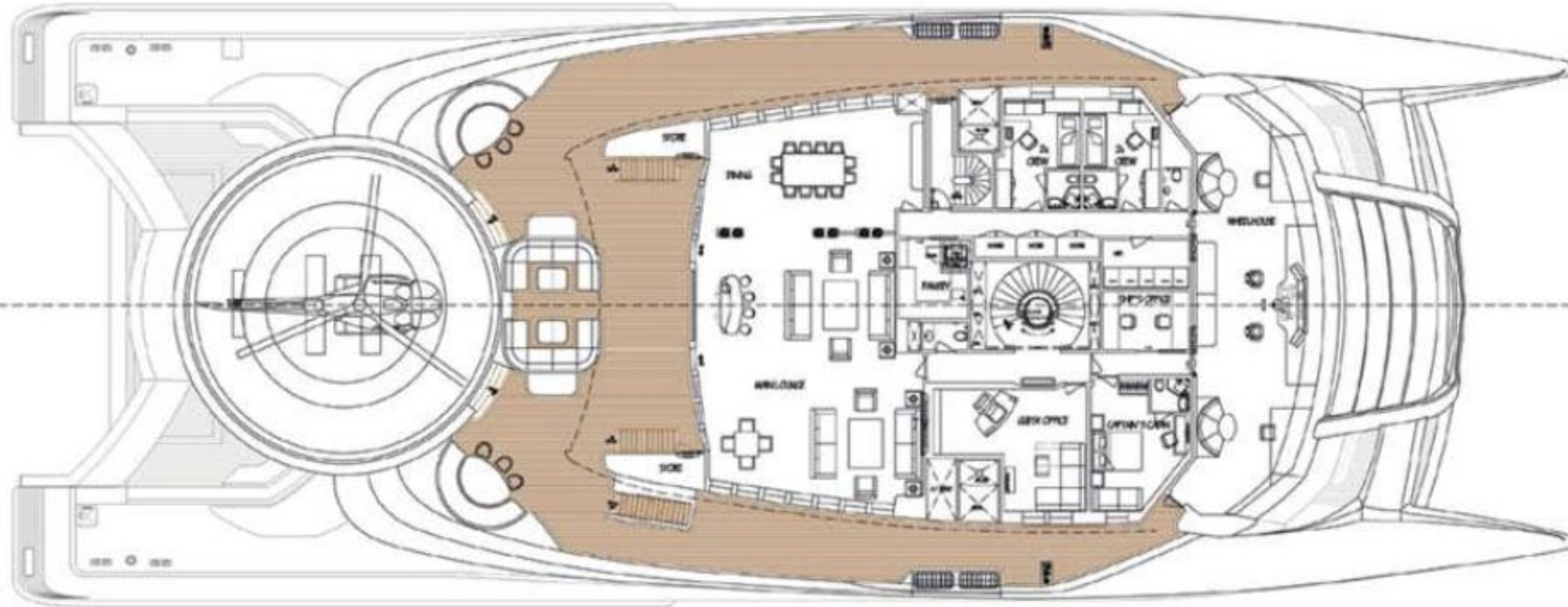
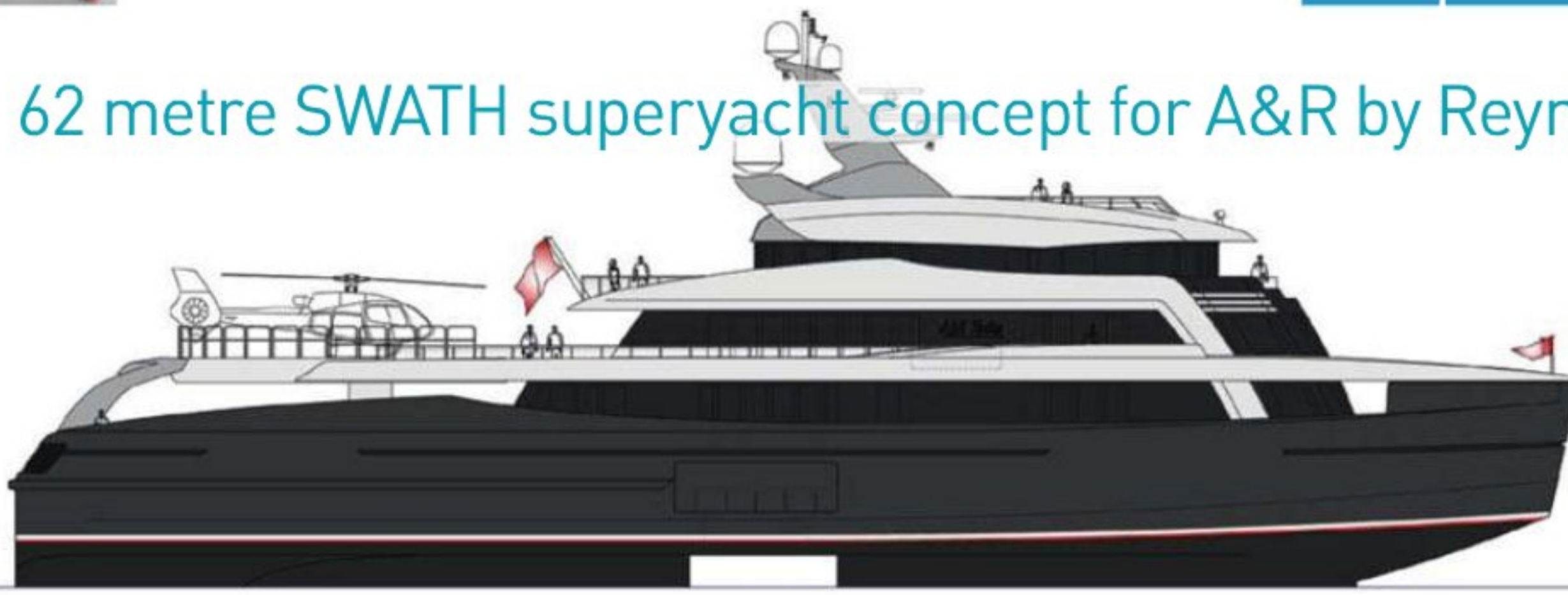
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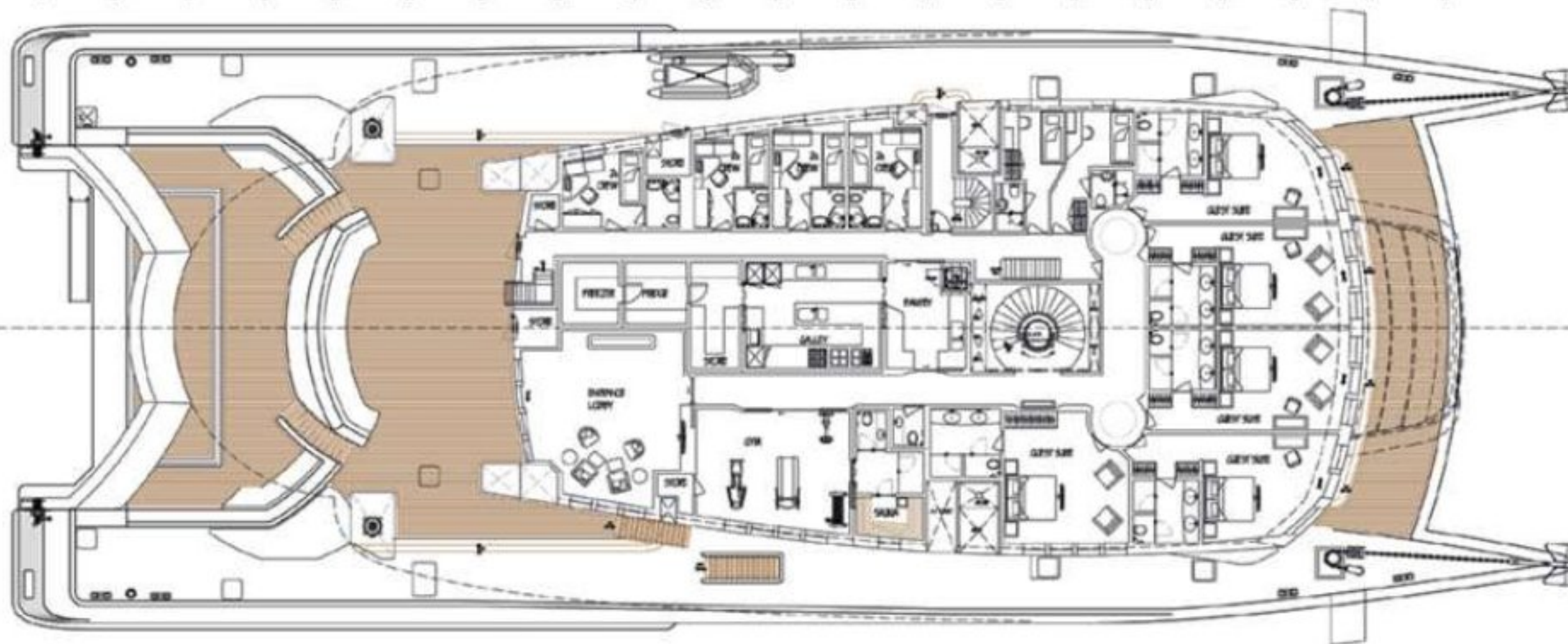


## 62 metre SWATH superyacht concept for A&R by Raymond Langton Design



BRIDGE DECK

The bridge deck offers the stability and space for a certified helipad. The full-width wheelhouse is enormous, while the central lift ties the top two decks together



MAIN DECK

on the main deck guest suites cover the complete width of the forward platform, with full-height glass. The tender deck shows the many storage possibilities, including within the twin hulls

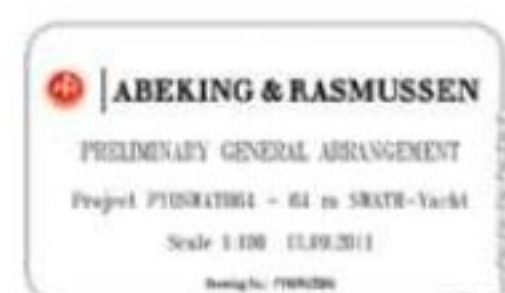


TENDER DECK

REYMOND LANGTON DESIGN  
ARCHITECTE D'INTERIEUR ET YACHT STYLISTE

### MAIN DIMENSIONS

LENGTH OVER ALL 63,40 m / 208,0 ft.  
BEAM 24,50 m / 80,0 ft.  
DESIGN DRAUGHT 6,00 m / 19,5 ft.







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# HARBOUR ISLAND

WHAT BEGAN AS A  
STRAIGHTFORWARD  
BUILD TURNED INTO A  
LARGER NO-HOLDS-  
BARRED PROJECT  
WHEN THE OWNER  
AND SHIPYARD  
PRIORITISED  
QUALITY OVER  
BUILD TIME

words: Shaw McCutcheon

photography: Jim Raycroft











If good things come to those who wait, then *Harbour Island's* owner is a happy man. Revealed at the Fort Lauderdale International Boat Show last October, *Harbour Island* has roots that go back eight years. Her builder, Newcastle Shipyards in Palatka, Florida, was just a young yard then, having been created by Kevin Keith and Lester Miller in 1999 to specialise in building steel expedition yachts.

News of *Harbour Island* emerged several years ago, when 41.75 metre *True North* was the largest yacht Newcastle had built to date. *Harbour Island* would be a completely different animal. It was the company's first traditionally styled motor yacht and Newcastle's first build over 500 gross tonnes – a legal benchmark that

puts the yacht in a class similar to commercial vessels, requiring more sophisticated fire and safety features. It would stretch the regional yard's capabilities and the industry was interested to see the result.

The genesis of *Harbour Island* began with the owner of a Fort Lauderdale-based yacht brokerage company, who wanted to link up with a yacht builder so he could offer clients a complete package, from building to selling and chartering yachts. Newcastle fitted the bill: it was small, hungry, new, relatively local and without a marketing arm. *Harbour Island* would be proof to the yacht brokerage's client base that it could produce a quality vessel for sale or charter. Design work on the boat, which was initially supposed to be 45.7 metres and

**The centrepiece of the sundeck is the spa pool (top left) with swim-up bar seating forward and a waterfall aft, while the upper part of the split-level deck has a more traditional bar (top right)**





under 500GT, began in 2004. The first steel was cut about a year later.

What finally appeared at the 2011 Fort Lauderdale International Boat Show was a very different vessel, nine metres longer and one deck higher than first envisioned, and a yacht that puts Newcastle firmly in the camp of major American custom yacht builders.

For both the owner and the builder, the process was a major learning curve. A self-described 'serial builder' who enjoys the design and build process almost more than the end result, the owner found himself adding and changing features that considerably lengthened the build time. The initial 45.7 metre length was 'just a number', according to the owner, and it quickly grew to

49.9 metres because the owner desired more guest space. One thing that didn't change was the beam, which was 10.4 metres from the start, intended for added stability and to reduce the draught (2.9 metres at half load) so the yacht could cruise the Bahamas and other shallow-water regions.

Once the boat broke the 500GT barrier, the project changed considerably. Newcastle was suddenly faced with building a more complex boat, and the owner had the freedom to create with fewer compromises. 'Now we could design anything [he] wanted, volume-wise,' says Patrick Dupuis, a naval architect with Fort Lauderdale-based Murray & Associates, which did the naval architecture, overall design and interior space planning.





In addition to ABS-classed construction, *Harbour Island* was to carry a Cayman Islands flag, so it fell under the jurisdiction of the British MCA. Newcastle, however, had never built an MCA boat before, and *Harbour Island* became the vessel on which it cut its teeth. 'There were some two steps forward, one step back,' says Newcastle's Kevin Keith. 'But it was a learning process and we got our PhD in it.'

Dupuis estimated the MCA-mandated fire protection features alone added at least a million US dollars to the yacht's cost. Among them were sliding fire doors on all

the stairwells on all the decks, piping throughout for an Ultra Fog fire extinguishing system, a spare 99kW emergency generator high up on the sundeck, structural fire protection throughout the boat and escape hatches in the cabins. The MCA also required a 1.13 tonne crane on the sundeck, even though all the tenders and toys are below in the garage.

While the yard was working on complying with regulations, the owner enjoyed exploring the options offered by the project's extra length. No longer confined to the 500GT, the hull grew to five decks with a tank deck

**The enormous upper saloon (above and top left) can accommodate more than 100 guests, and converts into a cinema, while the alfresco table aft (middle left) is a prime dining spot. The upper deck master cabin (bottom left) offers commanding views**





at the bilge level for a large laundry facility, a wine cellar, walk-in freezers, more systems and a passageway for crew to move around the boat without traipsing through the guest quarters. A masterstroke for chartering purposes, Murray & Associates suggested dual master cabins, which allow a charter group composed of two parties splitting the cost to each have premium space. The 'Panorama' master on the upper deck has wraparound windows for a spectacular forward view through 270 degrees. It is cosier than the main deck suite below, which is a more traditional full-beam master with his-and-hers baths.

Nevertheless, no yacht is completely free of compromises, and *Harbour Island* has its share. The wardrobe space in the dual masters, especially the lower cabin, is limited, reflecting the yacht's basic mission as a temporary home for charter guests or the owner's party. The galley is on the small side, although the owner says it was designed after consulting a chef.

About four years into the project, as the yacht took shape in the shed, some felt the overall dimensions of the boat didn't seem quite right: it had a high profile but was a little stubby at the stern. So a 4.8 metre extension





‘The project was not strapped to stick with a budget number. It was a learning curve for the yard as well as myself. But we didn’t let the budget get in the way of doing things right’





The main deck dining room (left) is separate from the main saloon (below left), which was designed as an intimate space, accommodating only 12 guests comfortably. This gives more space to the aft entry foyer and bar



to the aft deck area was added, delaying the project for more than a year, but creating a spacious, comfortable area that allows a variety of seating and dining arrangements. Below decks the addition permitted a major expansion of the garage, which is now capable of housing two tenders and a couple of personal watercraft, as well as an extra cabin for the engineer and more space in the two-level engine and control room. The house itself and the interior spaces remained the same. The extra length had another benefit, with the Caterpillar 3512B diesels originally planned in the smaller configurations, the top speed is 15.2 knots, about a full knot faster than initially envisioned.

Fortunately, both Newcastle and the owner agreed that the yacht had to be done correctly, regardless of the time it took. 'The project was not strapped to stick with a budget number,' said the owner. 'We did things, we did it right ... and we had a lot of heated meetings on cost and why are we doing things twice in some instances. It was a learning curve for the yard as well as myself. But we didn't let the budget get in the way of doing things right.'

During the Fort Lauderdale International Boat Show, Keith added: 'Even as late as the last few months, knowing we were coming to the boat show, knowing that time was of the essence and we had more things than we could possibly get done to make it to the show, we were finding things we went back and changed to improve.' For example, part of the piping system in the engine room was rearranged for easier access to the valves and manifolds.

Meanwhile, interior designer Claudette Bonville created a neutral-toned interior that took advantage of the slightly smaller scale of most of the rooms. The owner's instructions were to build something with broad appeal, with an elegant interior but relaxed enough 'that you don't mind putting your feet up and being comfortable, that would appeal to the charter market.'

The panelling throughout the boat is African makore

with sapele and maple accents. Deliberately, the largest room on the boat is not the saloon but the upper saloon, which the team felt would be the most used space for families and charter guests. The room feels even larger because of a brightly lit, domed overhead that arches a good 60 centimetres over the entire space, offering almost three metres of headroom. A bar lines the forward port side and there are two large televisions – one a 90 inch projector that drops down from the overhead and a brighter 65 inch LED set behind it intended for daylight viewing. Sofas in the room rotate 180 degrees to create a theatrical seating arrangement.

Above the upper saloon the sun deck is raised to accommodate the vaulted ceiling below, creating a split level layout. The centrepiece is an aft waterfall spa pool with an infinity edge. Forward of the sun deck, perched high, is the state-of-the art pilothouse. Six monitors in three separate pods use an integrated ship system, allowing the captain to control all the onboard systems from any of the monitors. Wing stations on both sides of the bridge ease docking and offer excellent visibility thanks to low-cut bulwarks.

The rest of the interior is arranged into a variety of intimate spaces that enhance an aura of quiet comfort throughout. 'I'd rather do different areas where people can hide out,' says Bonville. 'This boat is comfortable for entertainment. There are a lot of spaces where you don't even know that the other [environment] exists on this boat.' To her, it is not important that the space be big enough to host a couple of dozen people. Thus, the main saloon, which she compares to the seldom-used living rooms of many homes, is just big enough to comfortably seat 12 guests. A good deal of saloon space is devoted to a marbled foyer aft with a bar and storage space that can service both the aft deck and the saloon itself.

The prime dining area on the boat is on the upper aft deck just behind the upper saloon. It includes a huge round table with a rotating lazy Susan mounted in the





A second master cabin, on the main deck (right), is a more of a traditional master than the upper deck version. It is full beam and features his and hers en suites (below right)





centre. In inclement weather the more formal dining room just forward of the saloon is a good option. The tables in both areas were designed by Bonville and produced by Arquitek, a high-end Florida furniture maker. They are each serviced by a galley lift that runs four storeys from the freezers on the tank deck to the upper deck. The galley comprises three separate spaces: the cooking area, just large enough for a chef; a prep

compartment with a dishwasher just aft of the galley; and a serving space aft of the prep space.

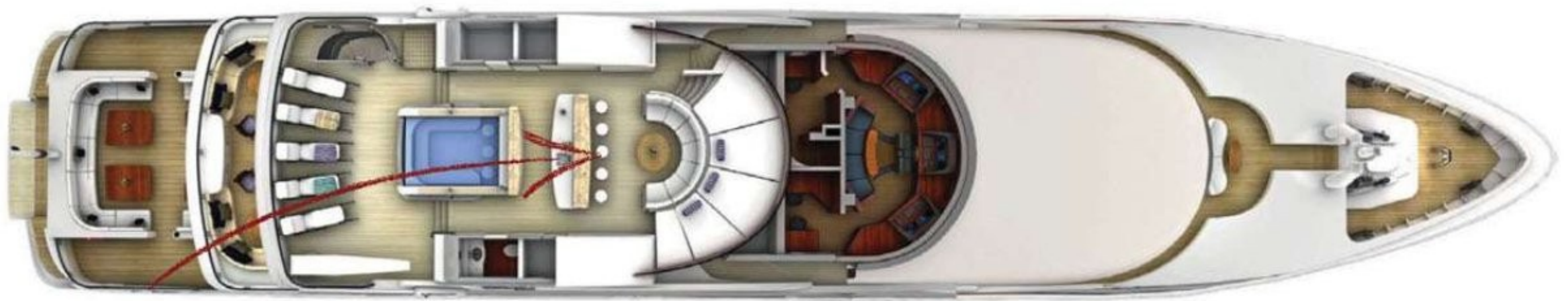
The advanced entertainment system includes DIRECTV receivers for most of the televisions on the boat, and a selection of 500 films from which to choose. All the guest areas also have iPads specially configured to control lighting, window blinds and the rooms' entertainment centres.

Soundown was brought in early to ensure noise abatement. The entire interior 'floats' on elastic vibration-reducing dampening pads, separating the exterior structure from the interior frame. Engines, generators and other noisy systems also have their own semi-elastic vibration-dampening mounts. Propeller vibration is reduced with tiles embedded in the hull just above them, and extra acoustic panelling lines many of the interior spaces.

At the Fort Lauderdale International Boat Show, *Harbour Island* was one of the few new yachts on display at a time when there's a paucity of new builds. For the owner, who has since sold his brokerage business, it was an opportunity to show off her charter potential. For Newcastle, it was a long-awaited graduation party into the world of high-end yacht builders.







The sundeck features both a traditional bar forward and a swim-up bar at the forward end of the spa pool

The upper saloon can accommodate large numbers of guests, but the intimate seating areas mean small parties won't feel overwhelmed

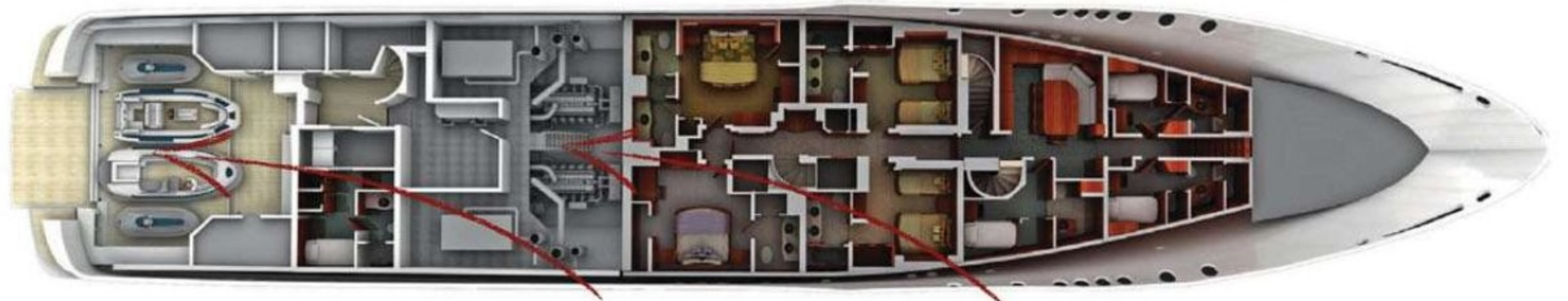


The 'Panorama' master on the upper deck has wraparound windows for a spectacular forward view through 270 degrees



In poor weather the main deck dining saloon is a good alternative to the prime dining spot on the upper deck aft

A second master cabin on the main deck was included for two-party charter groups who are splitting costs



Extra length allowed a major expansion of the garage, which is now capable of housing two tenders and two personal watercraft

The additional length also allowed an extra cabin for the engineer and more space in the engine room

## HARBOUR ISLAND Newcastle Shipyards

**LOA** 54.9m  
**LWL** 49.1m  
**Beam** 10.4m  
**Draught** 2.9m  
**Gross tonnage** 1,100GT  
**Engines**  
2 x 1,410hp Caterpillar  
3,512B at 2,100rpm

**Speed (max/cruise)**  
15/12 knots  
**Range**  
Transoceanic  
**Thrusters**  
150hp Quantum Model  
QT 150  
**Stabilisers**  
Quantum QC1200E zero  
speed four-fin system

**Generators**  
2 x 250kW Caterpillar,  
1 x 99kW Kilopak  
**Fuel capacity**  
112,048 litres  
**Freshwater capacity**  
21,388 litres  
**Tenders**  
Intrepid centre console  
9.7m; Novurania  
Chase 5m

**Owner and guests** 12  
**Crew** 12  
**Construction**  
Steel/aluminium  
**Classification**  
ABS & A1 YS, AMS; MCA  
**Naval architecture**  
Murray & Associates  
**Exterior design**  
Newcastle Shipyards

**Interior design**  
Claudette Bonville  
Associates  
**Builder/year**  
Newcastle Shipyards  
Palatka, Florida  
tel: +1 (0)386 312 0000  
email: kevin@  
newcastleshipyards.com  
web: newcastleyacht.com

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# MULDER

### Flybridge



73



76



82



86



92



98

### Wheelhouse



60



63



68



70



73



76

### Convertible



54 Open



59 Open



59 Softtop



59



68



72

### Favorite



1300



1400



1400 IPS



1500



1600



1800





# 115 Arcadia

OPENNESS WITH THE SEA AND THE SURROUNDING LANDSCAPE IS THE ETHOS BEHIND THE DESIGN OF ARCADIA YACHTS' 'MADE IN NAPLES' RANGE. THE LATEST AND LARGEST BUILD EMBODIES THIS CORE PRINCIPLE

words: Roberto Franzoni  
photography: Andrea Muscatello









The photovoltaic cells (right and bottom left) on some windows collect enough energy to run the refrigerators and deep freezers. The large upper deck dining area (left and next spread) features an open-air bar and seating area



Which is the best place on board, either while cruising on the open water or anchored in a secluded bay? Is the best location indoors, in air-conditioned comfort, surrounded by pleasant furnishings, or is it outside, caressed by the scented breeze of a Mediterranean pine forest? This was the fundamental question addressed by start-up builder Arcadia Yachts in its concept for the Made in Naples range.

Anyone familiar with Italy's Gulf of Naples and its fantastic islands, Ischia, Procida and Capri, can guess how Arcadia's designers might have leaned. In the Mediterranean, particularly in Italy, a natural environment, which captures your senses and excites your expectations, is favoured over an air-conditioned one, however pleasant it is.

With this in mind, and a keen awareness of environmental responsibility and fuel costs, combined with a healthy dose of innovation, Arcadia Yachts developed a progressive 26 metre model that debuted at Boot Düsseldorf in 2010, where she received a collective thumbs-up. The first hull was sold less than an hour after the show started.

How could an industry newcomer like Arcadia Yachts be so convincing with its first endeavour? Although the company name is new, the team is composed of old pros with decades of experience in the yacht building industry, showing that innovation is just an evolution of tradition and experience. Designer and naval architect Francesco Guida and production manager Salvatore d'Ambrosi spent decades at Sanlorenzo Yachts. Maurizio Baldoni, sales and





marketing director, has sold hundreds of boats in his 40-year career as top manager in important shipyards. Arcadia's CEO, main investor and visionary is Ugo Pellegrino, a member of an industrialist family operating in large production household goods. It was Guida's creativity combined with the joint knowledge of the Arcadia team that led to the development of that first 85-footer (26 metre), which was followed by five sisterships in two years.

The shipyard and Guida focused first on identifying a strong, reliable, time-tested semi-displacement hull design that would yield both speed and low fuel consumption. They selected the NPL series of hulls developed in 1976 by D Bailey of the British Royal Institution of Naval Architects and used for fast, heavy-duty patrol boats. Like a modern







‘The team focused on a design that featured plenty of large windows and doors that could be opened to seamlessly blend the interior with the exterior’









high-speed displacement vessel hull, it has a round bilge, a transom stern and bow sections flared near the waterline.

Guida and the Shipyard team adapted this hull family to the specific *Arcadia* project and atop this proven hull designed a superstructure that addresses the interior versus exterior question and embodies the spirit of the yacht: a clever blend of innovation in shape, styling, technology, quality of life on board, ease of management and handling.

The team focused on a design with plenty of large windows and doors that could be opened to seamlessly blend the interior and exterior. Guests are protected by a roof, but can breathe fresh air and possibly switch off the air-conditioning. With the related generator turned off, the boat is silent and vibration free – and the refrigeration

system continues to run 24/7 because of another distinctive feature of the project – solar panelling that covers a large part of the superstructure, gathering the sun's energy. The panels, however, couldn't be placed on a fibreglass roof; they needed to be integrated into the superstructure itself.

Research and engineering led to an efficient and practical solution: the panels would form part of the windows themselves. The result was a two-layer glass sandwich comprising a transparent glass layer on the outside, a layer of krypton gas, a panel of photovoltaic cells, and a lower, tinted glass layer facing the interior.

Krypton is used in fluorescent lamps and multi-layer insulating glasses instead of dehydrated air, because it changes temperature more slowly. In application, the multi-





*M Ocean* has good-sized exterior spaces for a 35m, including the main deck lounging area (left). Meanwhile, interior spaces such as the main deck dining room (far left) and saloon (below) feel light and airy because of large windows and fold-down balconies



layer glass panel mitigates the dramatic difference between the outside surface and the inside surface temperature, which can span more than 18 degrees centigrade.

With this feature there is no interior greenhouse effect; the interior is lit by soft, natural light from sunrise to sunset. The photovoltaic panels output 4.5 to six kilowatts, depending on atmospheric conditions – enough to feed the refrigerators and deep freezers. All of this leads to a quality of life on board that is arguably better than that aboard a sailing yacht.

Matched with this innovative solution is a fine profile and a good power supply, which round out the unique character of the Arcadia range. These innovations had their genesis in the Neopolitan technical culture, which has to its credit the building of Italy's first railway line in 1839. The

University of Naples has the top naval engineering programme in Italy and is the most reputable centre of research on composite materials.

With the success of the 85, Arcadia designed larger yachts that included a 100, 115 and 135. It put these projects on its website ([arcadiayachts.it](http://arcadiayachts.it)) and saved them the old-fashioned way, in a drawer, ready to build the first an owner could order. A French owner at Cannes Boat Show fell in love with the 115 (35 metre), and the result, *M Ocean*, is pictured here.

The first difference from its 26 metre sister is the third deck on the 35 metre, which lends a sumptuous shape to the vessel without making it too burly. The lines are still smooth, even streamlined, while the open sides extend on two decks, doubling the options for eating and relaxing.









The owner of *M Ocean* chose a six-cabin layout, with a full-beam master (above) positioned forward on the main deck to take advantage of the NPL hull shape, which is beamier forward. It features a large monochrome bathroom (bottom left) plus a study (bottom middle). Guest cabins (bottom right) are bright and modern

Three layouts available on the 115 include four, five or six cabins. In each, the full-beam master is forward on the main deck, taking advantage of the NPL hull shape, which is beamier forward, and seems like a much larger yacht.

The galley – equipped by Schiffini – is aft of the master suite and followed by the dining room. Optional folding bulwarks create terraces that open this space to the sea. Farther aft, the saloon is furnished with Poltrona Frau sofas and armchairs – Cappellini or Cassina are additional options.

Because all of the systems are under the floor or within the overheads, the furniture can be freestanding, which further opens up the options for customisation of furnishings and décor. The yard does suggest respecting the yacht's modern concept and straight-line style. If your tastes lean towards Chippendale or Renaissance, it's probably better to approach another yard, or allow this one to sway you into the sophisticated ambiance of contemporary minimalism.

In a four-cabin layout, a full-beam VIP can be included on the lower deck amidships. While the owner of *M Ocean* chose the six-cabin layout for family reasons, the yard feels the four and five-cabin layouts are most efficient.

On the upper deck, the pilothouse features two elegant custom Poltrona Frau helm chairs. The bridge is simple, neat and ergonomically organised, while the vertical windshield and side windows allow good visibility.

Aft, a pantry is connected to the galley below by a dumbwaiter and followed by the family room – a small interior space that opens to the outside, and is more of an exterior saloon than a cockpit or a flybridge.

Much effort went into the soundproofing of the 115. At 12 knots, decibel levels in *M Ocean*'s main saloon are as low as 60.5 dBA, rising to 66.2 dBA at 16 knots. In the owner's suite the figures drop respectively to 53.1 dBA and 58 dBA. The quietest place on board is the pilothouse, with only a 44.8 dBA whisper at 12 knots.

*M Ocean* also stands out for its smooth ride, stability, seaworthiness and impressive fuel consumption. Powered by twin 1,224hp MAN V12 diesels, at half load *M Ocean* – heavier than usual due to the sixth cabin and the furniture, decoration and water toys required by the owner – can max out at 16.9 knots, burning 386 litres per hour with a range of 790 nautical miles. At 10 knots, however, the fuel consumption drops to just 77 litres per hour, for a 2,160 nautical mile range.

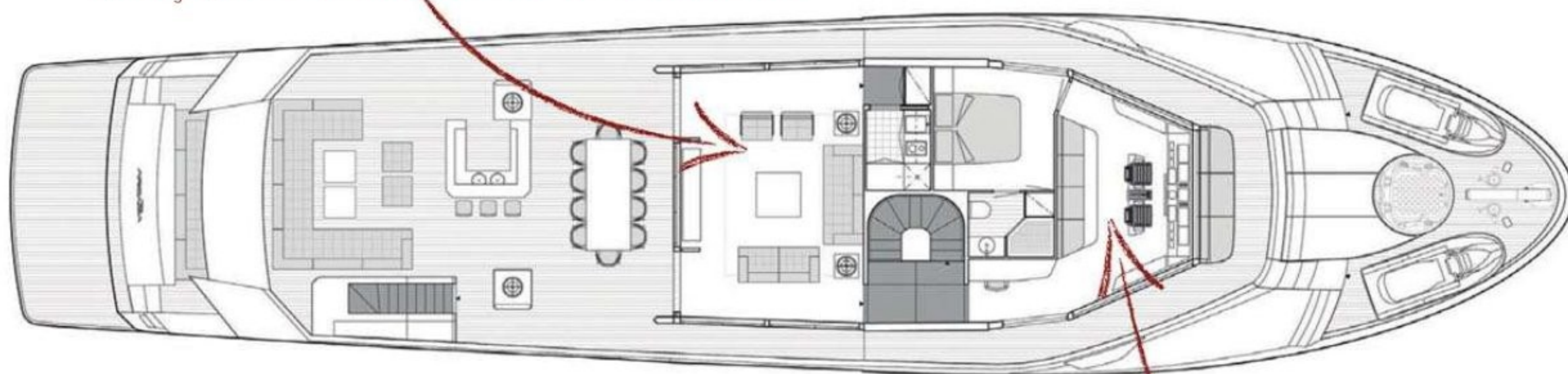
All these features are wrapped in a hull and superstructure built at Arcadia Yachts' facility in Torre Annunziata. The hull is a PVC polyester/vinyl ester sandwich, the bulkheads are marine plywood sandwich with insulating core.

At \$13 million, the Arcadia 115 satisfies owners with refined and sophisticated tastes, and is an evolution in design and construction compared to the smaller 85. A 30 metre model and the second 115 are under construction at the yard, and still in that drawer lies the 135 project, which shows how it is possible to conjugate the Arcadia concept over and over in size.



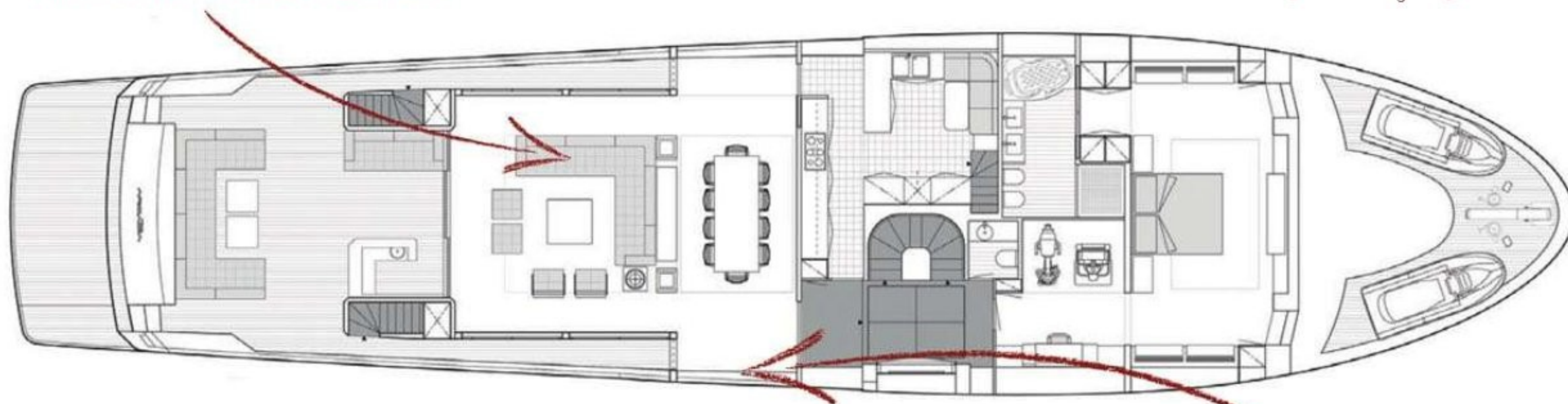


In this GA of M ocean, the family room, aft of a small pantry, opens to the outside and feels like an exterior saloon



The saloon is furnished with Poltrona Frau sofas and armchairs

The bridge is simple, neat and ergonomically organised



The owner of M ocean chose a six-cabin layout, but in the four-cabin version a full-beam VIP can be incorporated on the lower deck

optional folding bulwarks in the dining saloon create terraces that open this space to the seascape



The designers chose a fast, heavy-duty NPL hull with a round bilge, transom stern and bow flared near the waterline

## M OCEAN Arcadia Yachts

**LOA** 35m  
**LWL** 32.55m  
**Beam** 8.1m  
**Draught** 2.6m  
**Displacement** 180 tonnes  
**Engines**  
MAN 2 x V12, 1.224hp

**Speed (max/cruise)**  
18.5 knots/16.5 knots  
**Range at 10 knots**  
2,160nm  
**Bowthruster**  
Electro-hydraulic 35kW  
**Generators**  
Kohler 2 x 40kW

**Fuel capacity**  
15,000 litres  
**Freshwater capacity**  
4,000 litres  
**Owner and guests (6 cabin layout)** 12  
**Crew** 8

**Tender**  
1 x Williams 445T 4.6m  
**Construction**  
GRP/aluminium balconies  
**Classification**  
C \* Hull.Mach  
**Naval architect/designer**  
Francesco Guida

**Exterior styling**  
Francesco Guida  
**Interior design**  
Francesco Guida; GUIDA design+engineering  
**Sale price** \$13 million

**Builder/year**  
Arcadia Yachts/2011  
Napoli, Italy  
tel: +39 (0)811 955 4898  
email: info@arcadiayachts.it  
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# Lady Trudy





words: Peter Boulton photography: Maurizio Paradisi

WHEN A PASSIONATE OWNER DECIDED TO MOVE UP IN SIZE, IT WAS THE CHANCE TO PERSONALISE A SEMI-CUSTOM 43 METRE CRN MODEL THAT WON HIM OVER. THE RESULT IS TESTAMENT TO HIS VISION AND DRIVE





*Lady Trudy's* story is of one owner's vision and dedication to customising a project and creating the most personal and beautiful superyacht he could. She may have started as hull number 7 in the CRN series of semi-custom 43 metre displacement motor yachts, but she became a very special oasis of tranquility, dedicated entirely to the owner's family and close friends.

How this project was realised and the extent of unwavering dedication on the part of the owner is best related by Luca Boldrini, sales director for CRN and Custom Line, whose strong association with the owner resulted in an enduring friendship.

'First off,' says Boldrini, 'this gentleman was all-American and a visionary. His yachting experience covered around 20 previous vessels, the last of which was a Ferretti, but he decided that he did not want his "biggest ever" to be just an enlarged version of another Ferretti. To this end, he took

off on a long tour of the Dutch and German yards, which was ultimately good news for us because, being already a Ferretti client, we were able to keep track of him while simultaneously refining an eventual offer for a CRN.'

But, even under those circumstances, things were not quite as simple as at first appeared. 'He spent a lot of time hunting for his dream and we spent a lot of time over our approaches in hopes of convincing him that CRN had all the right answers,' Boldrini continues. 'In the end our presentation proved to be the most interesting and it was initially agreed to go with our semi-custom 43. However, the owner wanted to put a definitive personal stamp on everything and so it finally became a full custom project.'

Moving from semi- to full-custom does, of course, have implications, not least of which is on projected delivery time. In the case of *Lady Trudy*, however, the additional work did not carry with it the impact of a vastly extended

**The upper saloon was kept simple in accordance with the owner's wishes: a closed-ended sofa facing a television on the forward bulkhead. The rich floor and splashes of blues and reds in the cushions add warmth and colour to the white finish**





‘This gentleman was all-American and a visionary. His yachting experience covered around 20 previous vessels, the last of which was a Ferretti’







build time. 'It didn't really make much difference,' explains Boldrini. 'We were easily able to quote 18 months, which is only five months over a semi-custom build time.' He adds with justifiable pride: 'We can actually give you a beautiful semi-custom yacht in just 12 or 13 months from time of order.'

The second factor that often comes into play is that some owners can be either too busy when it comes to a custom build, or are happy to function with specs, drawings and/or photos by internet. This project, though, was different.

'In terms of involvement, the owner was everywhere,'

says Boldrini. 'At that time the head of our interior design team was Francesca Muzio – she travelled with the owner extensively, because he was strongly influenced by American colonial style and he wanted to be sure that she understood what he wanted completely.' Then there was the owner's love of symmetry and his eye for detail. 'As you look around the yacht,' Boldrini continues, 'a sense of perfect balance soon becomes apparent and this extends even to the type and manner of use of materials. He liked things to be luxurious but comfortable and usable, without frills and accoutrements





**All-white furniture is mirrored either side of the main saloon, highlighting the owner's desire for perfect symmetry, while illuminated blue linings for the shelves add an additional splash of colour**

that could be interpreted as unnecessary statements of immense wealth.'

Finally, a semi-custom design often means fixed layouts and structural elements that cannot be moved – hardly things that offer what might be considered the full freedom of a true custom project. But here, it soon became clear that the owner's wishes could be accommodated within the existing design with very little core change. 'In terms of stuff like major bulkheads, or moving walls around, there was nothing,' Boldrini states. 'We stayed with the normal owner's suite and four double cabins, which are very

spacious, and he was perfectly happy with that layout. The only non-structural change, which he requested, was to remove a light bulkhead aft, which had the effect of giving him a larger gym area.

'The owner was quite happy with things as they were, apart from the gym extension we just mentioned, but the touch-and-go helicopter pad on the sundeck would be especially important for getting family and friends on board at any time. Without the helicopter, we normally have a couple of WaveRunners up here with their own crane. The rest of the sundeck is just a good place to relax





with a drink and a dip in the spa pool – we even designed the radar/comms mast to cover an American bar.’

One deck down is the upper or bridge deck, which has a Portuguese forebridge (complete with built-in sofa seating) and access forward to the working foredeck. The forebridge continues around the wheelhouse and has steps down to the main deck on both sides along with doors to the bridge. The bridge itself offers excellent visibility, intelligent instrumentation layout, a space for paper charts and a communications desk in an alcove against the port aft bulkhead. It is nicely rounded off by

observation seating with table, and two high-tech watch chairs.

Beyond this point, the all-American influence becomes apparent. A door in the starboard bulkhead opens to reveal a small, bright lobby containing the between-decks stairway and a dayhead. A further door opposite leads to the upper lounge. ‘The general spec for a semi-custom version uses lots of mahogany which, for this owner, was a bit dark despite the big windows,’ says Boldrini. ‘So we trashed that idea and went for white ash everywhere, using mahogany and teak only for accents. This accounts for a





The dining room forward on the main deck, which leads through to the lobby and the main stairway, epitomises the American colonial style that the owner sought. Whites combine with ash and mahogany to create the feel of a home afloat



‘In the dining room there is symmetry even in the picture arrangements and the beautiful glass-topped table and chairs are by American company McGuire’

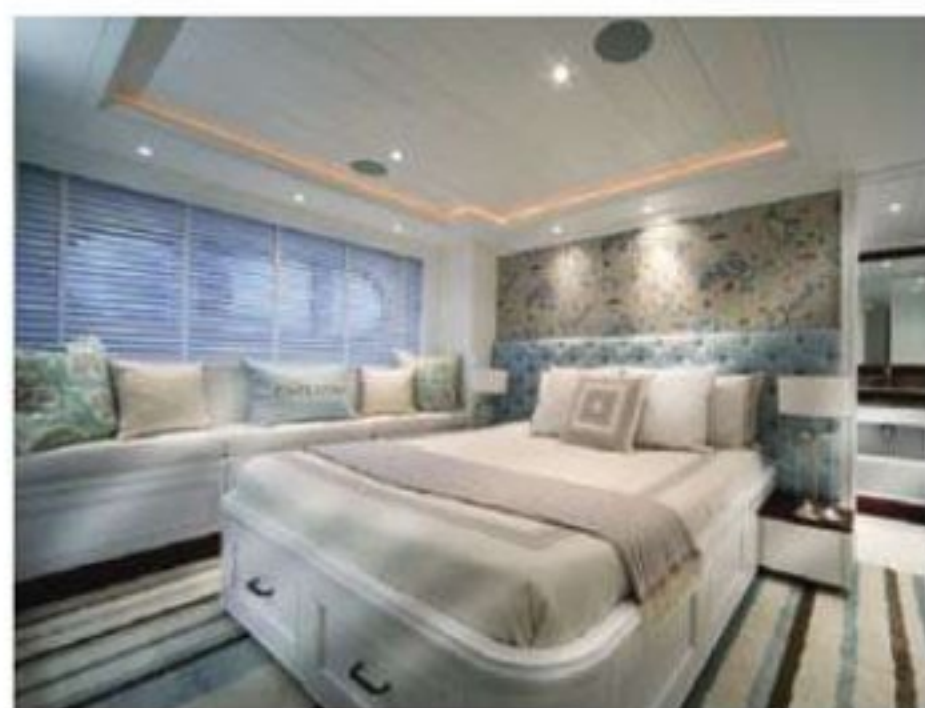
touch of the Hamptons style in places and the overall colonial style look, which was his passion.

‘In conformity with his wishes, we kept the lounge simple, with a small closed-end sofa and a large TV. There is a door to the pantry (to port) and immediately below the window we put a table with four chairs to create an intimate space. There is also a games table.’ The combination of light, white, coloured fabric and wood accents, is pure delight. Through the sliding glass doors behind the sofa is a splendid private deck with huge sunbeds and dining space for up to 12 people.

Down a curving teak and stainless stairway is an invitingly furnished and surprisingly private aft main deck. Through the saloon sliding doors, the view forward is partially (and intentionally) blocked by a piece of cabinetry containing a big television. ‘There,’ says Boldrini, ‘is a perfect example of the owner’s desire for symmetry.’ Identical all-white furniture and cabinets are located on either side, the latter featuring illuminated pale blue linings. ‘In the dining room there is symmetry even in the picture arrangements and the beautiful glass-topped table and chairs are by the American company McGuire.’ Naturally, the spacious galley to port is fitted-out American style, with French La Cornue cooking units, good worktops and plenty of natural light.

To starboard through the side-boarding lobby are the owner’s apartments. A comfortable study precedes the bedroom proper, which is dominated by a huge colonial four-poster bed with dark mahogany posts and white mosquito curtains. To port is the ‘his’ shower room, while ‘hers’ opposite has a bath. Finally, to





‘Each cabin has a different colour scheme for the furnishings and received names like Cape Cod, Mystic, Newport and Nantucket. All of them are comfortable’



The owner's suite on the main deck offers the luxury for a four-poster bed (above), while the four generous guest cabins one deck below (above left) each carry their own colour theme and their own name







starboard, there is a fold-out terrace formed by part of the bedroom wall.

Boldrini is very proud of the four en suite guest cabins – one of which has two singles and a Pullman. 'Each has a different colour scheme for the furnishings and received names like Cape Cod, Mystic, Newport and Nantucket, and all of them are well fitted and comfortable. Even the crew quarters are decorated in the same ash and mahogany as the rest of the ship, and the captain's cabin is in the right place, behind the bridge.'

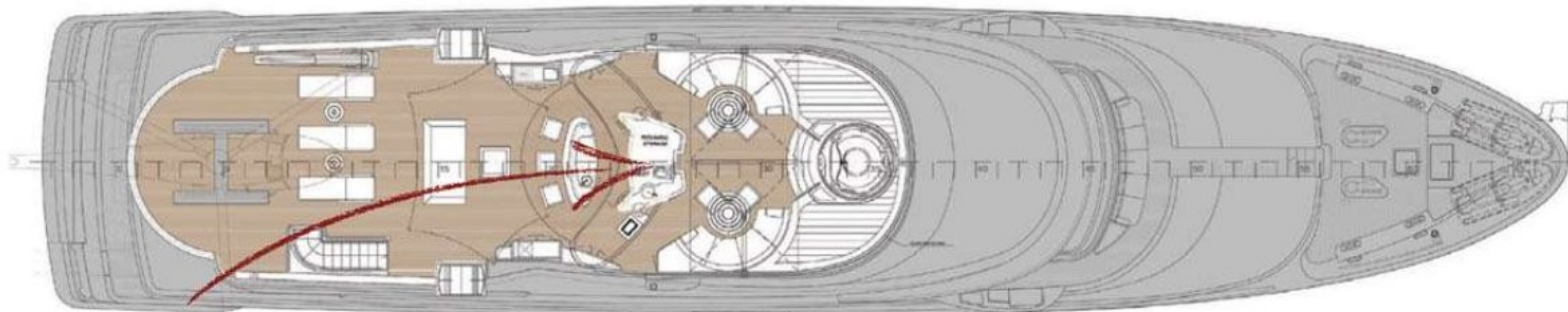
The engine room turns out to be a bright, beautifully finished home for the two big Caterpillar C32-C main

engines, plus two Kohler 125kW generators, and has the advantage of a soundproof control room. As a finishing touch comes the custom Naumatec 5.8 metre tender sitting athwartships in a garage behind the engine room and launching through a starboard hull hatch. A RIB rescue boat lives in a garage on the foredeck.

The result of all this passion and dedication is plain to see: *Lady Trudy* is more than an elegant family retreat – she shows what can be done to personalise an established semi-custom model, and as a result is a fully customised testament to one man's effort to create his ultimate superyacht.







The sundeck, which offers a spa pool, and an American bar under the hardtop, also has a touch-and-go helipad aft

Like any good ship, the captain's cabin is up on the bridge deck, behind the wheelhouse itself



The upper saloon was kept simple in accordance with the owner's wishes; it leads to an expansive aft deck with dining for 12



The main saloon follows the owner's desire for perfect symmetry throughout, one side mirroring the other

The owner's suite forward includes his-and-hers en suites, and a private study/office at the entrance



Guest accommodation on the lower deck is spacious, comprising four cabins each with its own en suite

crew accommodation forward is finished in the same light ash and mahogany as the guest areas

## LADY TRUDY CRN

**LOA** 42.6m  
**LWL** 36.15m  
**Beam** 8.65m  
**Draught** 2.7m  
**Displacement**  
330 tonnes

**Gross tonnage** 456GT  
**Engines**  
2 x Caterpillar C32-C  
1,044kW at 2,300rpm  
**Speed (max/cruise)**  
15.4/13 knots  
**Range at 11 knots**  
3,800nm

**Bowthruster**  
VT Naiad Model 24  
**Stabilisers**  
Vosper VTNM 525,  
stabilisation at anchor  
**Generators**  
2 x Kohler 125ekW at 50hz  
**Fuel capacity**  
45,000 litres

**Freshwater capacity**  
7,000 litres  
**Tenders**  
1 x Naumatec 5.8m  
**Owner and guests** 10  
**Crew** 9  
**Construction** GRP  
**Classification**  
RINA # 100A1.1 'Y', MCA

**Naval architect**  
CRN Engineering  
**Exterior design**  
Zuccon International  
Project  
**Interior design**  
Zuccon International  
Project

**Builder/year**  
CRN/2011  
Ancona, Italy  
tel: +39 071 501 1111  
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# MERLIN 100

A TURKISH CLIENT'S REQUEST FOR A MOTOR SAILER THAT BLENDED MODERN HULL SHAPE WITH TRADITIONAL LINES PRODUCED THE MERLIN 100, A SUPERYACHT SO STRIKING IT SPAWNED A SERIES BASED ON THE ORIGINAL

words: Bruno Ciani

photography: Courtesy of Merlin Yachts









'In the exterior design we focused on the fluidity of the contemporary, almost futuristic lines of the deckhouse'

A few years ago a passionate Turkish client commissioned Ibrahim Karataş, an experienced naval architect, to design the yacht he had always dreamt of. The motor sailer *Merlin* had to be a steel, two-masted and two-deck flybridge ketch with an overall length of approximately 36 metres and a hull length of 30. Shortly afterwards the craft was built at the Mengi-Yay facilities in Tuzla, a suburb of Istanbul. The outcome was so outstanding, and the experience so exciting, that it convinced the owner Savaş Özgün and Karataş to make an unexpected decision.

Driven by a passion for what they had just made, rather than by the will to make money in tough economic times, they decided not to settle for a sole yacht, but to put the design into production under a new brand, named after this first example. Designed as a dream superyacht, this craft has now become a series and resulted in the creation of a Turkish yard to build it: Merlin Yachts.

After launching the original Merlin 100 (featured here) in 2010, Merlin Yachts signed three more projects, giving shape to the range to be: 80, 120 and 140 feet of hull length (25, 36.5 and 42.6 metres respectively).

The best way to understand the philosophy behind all Merlin yachts is to explore what has been built and launched so far. The Merlin 100 turned out to be an interesting combination of state-of-the-art underwater hull shape, with traditional sheer lines and a modern looking

superstructure. Further contrasts are provided by the wide and streamlined deckhouse windows, the galleon-style transom, the romantic bowsprit and the oversized rails, an effect enhanced by the grey metallic livery adopted.

'The basic principle behind this yacht and the whole Merlin range to be,' says naval architect Karataş, 'was to create motor sailers with the same interior and deck space as an equally sized motor yacht, since the lack of space is always an obsession. Our first target was to provide space and give sense of even further spaciousness, while in the exterior design, we focused on the fluidity of the contemporary, almost futuristic lines of the deckhouse, combined with the classic geometry of the hull.'

**The Merlin design emphasises clean, open deck spaces, including an open air dining area in front of the main mast (above). At the stern on the main deck is an external hydraulic gangway, which drops to form a boarding and bathing platform (right)**







‘The greatest problem is always the lack of space. That’s why we designed the spaces with outside volumes, aided by the colours of the materials, which are never monotone’





The latter is one of the Turkish naval architect's strong points. Born in 1968, Karataş graduated from Istanbul Technical University's naval architecture faculty. After moving to Tuzla, where his studio and Merlin's are now located, he piled up a great deal of experience. The hull shape he patiently developed has been applied to more than 20 craft so far, becoming Karataş Yacht Design's trademark. This 25-year experience in the boating business stands as one of the pillars of the yard's ambition.

On board the original Merlin, tradition meets modern elements, and the result is ideal for peaceful cruising in the Mediterranean; the same applies to the 80 (25 metre), while bigger models – 120 and 140 (36.5 and 42.6 metres) – will also be suitable for cruising at different latitudes.

The designers have given great importance to the sense of emptiness and space on the 100's decks, where various relaxing areas can be found. Two are the main sunbathing areas: one at the stern, an environment also suitable for open air dining; and one in front of the main mast, where a table, combined with U-shaped sofas, can be lowered to create a larger sunpad. This area is wide and clean, its surface interrupted only by shiny deck hardware and the

bow crane capable of lifting up to 1.2 tonnes.

At the stern there is also an external hydraulic gangway, which transforms into a bathing platform to offer guests a closer contact with the sea, well separated from the rest of the yacht. The open air relaxation areas with sofas and coffee tables represent a further welcome to guests who step aboard the Merlin 100, with ample seating scattered all around and a sunpad, all upholstered in Extex, a material known for its lasting resistance to external elements.

The panoramic flybridge is another interesting area: while it gives the captain great visibility, it is also a comfortable place for guests to enjoy sailing and relaxing on large sunbeds. It is more than 18 square metres and is clean and spare in design: the cockpit and the helmsman's seat (positioned to port), the hardware of the main sheet and the deck-stepped mizzenmast are the only fixed elements on this teak laid surface.

Below, the interior style is bright and clean, finished with light-coloured fabrics and sober furnishings, a choice explained by the boat's owner and the other Merlin Yachts partner, Savaş Özgün: 'On sailing yachts the greatest problem is always the lack of space. That's why we designed



The spacious feel continues inside. The social area (left) offers excellent all-round views, and the walnut floor's brushed silk surface adds greatly to the overall effect. The galley (above) and crew areas are located just forward of the guest cabins





the spaces with outsize volumes, aided by the colours of the materials, which are never monotone, and the shapes of the elements. Simplicity is part of the spirit of Merlin, and this has led us to custom design not only the yacht, but also the door handles and every frame and detail of the furnishings, especially compartments and cabinets. By custom producing every piece of woodwork, we have given this yacht exactly the stylistic precision and comfort we were looking for.'

Inside the futuristic deckhouse, the saloon offers a superb all-round view and lots of headroom. The impression that it is open to the light continues throughout the deck.

'We wanted to maximise the spacious and airy feeling,' Karataş adds, 'also through the veneers, contrasting with the moulding and edging.' Below deck furnishings were designed by Studio Modus Mimarlik in collaboration with the owner, with the intention of opening out the volume of the spaces to a maximum, achieved through flowing lines. There is no crowding, just a sense of comfort in every single corner of the yacht. The whole layout, supported by a careful choice of materials, is almost transparent. Lantana walnut flooring with a brushed silk surface contributes to the voluminous and transparent effect, as do lacquered

cabinetry in the cabins, specialist ceramic coatings, lacquered panels and marble in the en suite shower rooms.

There is a socialising area on the main deck along with lounge and formal dining room, while all the accommodation is on the lower deck, with four cabins (for up to nine guests), including the master, as well as quarters for the five crew. The stylistic choice for the guest interiors is bright, linear and clean, with light fabrics and furnishings. It has a clearly Mediterranean style. The master cabin to the stern, with large galleon-style windows just above sea level, gives a superb view of the water. This is certainly a legacy of what the Turks call a *gulet* (derived from the French word *goélette*, meaning schooner), even though the layout of the same cabin, with slightly rotated king-sized bed, denotes a completely different approach.

A great deal of care has been taken with the general arrangement, creating angled sweeps towards the windows. This is not only evident in the dining room with glass table and eight custom-designed chairs, but also in the highly effective composition of the master suite in the deck below, spectacularly laid out at sea level. Attention has been paid to technological details as well, from the LED lighting

**With large, galleon-style windows and continuing the yacht's generally light colour palette, the owner's suite, astern, is a restful place to gaze at the sea (above). All the accommodation, including the other three guest cabins (opposite top) sit below decks**





'By custom producing every piece of woodwork, we have given this yacht exactly the kind of stylistic precision and comfort we were looking for'



throughout the yacht to the state-of-the-art entertainment systems by Bose, Philips and Sony. Every door is automatic, as are some of the lighting systems. When the doors in the dressing room are opened, for example, the ceiling lights turn on automatically to improve visibility. The crew and service areas, like the galley, are located just in front of the guest areas, to emphasise the sense of a welcome shared by everyone.

This design is matched by the Merlin 100's high-tech quality, notably the Formula Marine aluminium masts and Park Avenue booms; UK Halsey sails; Harken hardware; Holmatro rigging hydraulics; and Spectra/Dyneema running rigging. The Merlin 100's ballast keel, bowthruster and the hydraulic systems aim to provide smooth, stable and safe sailing, while two Caterpillar C12 engines (2 x 385hp) provide a range of nearly 850 miles at 10 knots, a mere two knots below top speed.

With the larger 120 (36.5 metre) due for completion soon, it's clear Savaş Özgün and Ibrahim Karataş's enthusiasm for the original concept has been rewarded, and a line of striking and unusual Turkish motor sailers is being born.





The panoramic flybridge offers great visibility for both the captain and guests

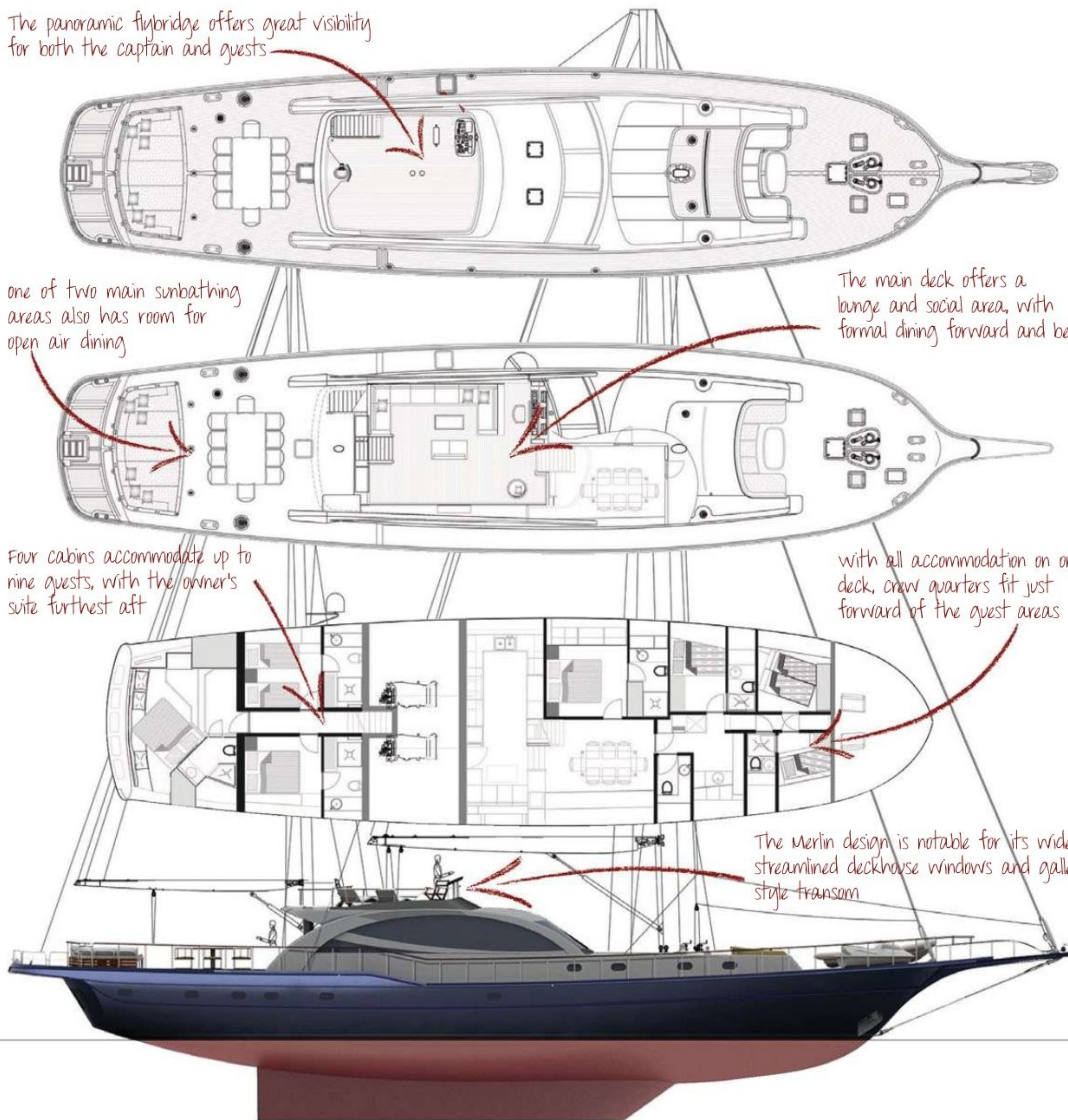
one of two main sunbathing areas also has room for open air dining

The main deck offers a lounge and social area, with formal dining forward and below

Four cabins accommodate up to nine guests, with the owner's suite furthest aft

with all accommodation on one deck, crew quarters fit just forward of the guest areas

The Merlin design is notable for its wide, streamlined deckhouse windows and galleon-style transom



## MERLIN 100 Merlin Yachts

**LOA** 36.07m  
**LWL** 30.46m  
**Beam** 7.57m  
**Draught** 3.19m  
**Displacement** 168 tonnes  
**Engines**  
 Caterpillar C12, 2 x 385hp  
 at 1,800 rpm

**Speed (max/cruise)**  
 12/10 knots  
**Range at 10 knots**  
 850nm  
**Generators**  
 2 x 26kW Northern Lights  
**Thruster** Sleipner SP550

**Fuel capacity**  
 8,900 litres  
**Freshwater capacity**  
 4,094 litres  
**Sails** UK Halsey Sails  
**Spars and rigging**  
 Formula Marine  
 aluminium masts

**Tenders**  
 1 x Zodiac Project 420  
**Owner and guests** 9  
**Crew** 4 + 1  
**Construction** Steel  
**Classification**  
 RINA - C ⚓ Hull Mach Y

**Naval architect**  
 Karatas Yacht Design  
**Exterior styling**  
 Karatas Yacht Design  
**Interior designer**  
 Modus Mimarlik;  
 Savas Ozgun  
**Charter information**  
 Contact Merlin Yachts

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 email:  
[info@merlinyachts.com](mailto:info@merlinyachts.com)  
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Editor's choice  
of charter boat



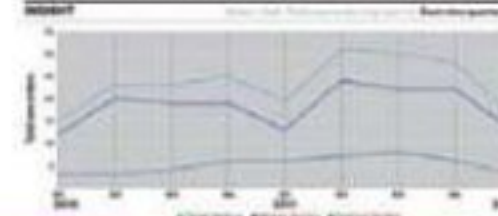
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New to the  
charter market



#### Has sail hit the rocks?

Sailing super-yachts continue to lose and sell their boats, but brokerage sales have been slow recovery. We speak to expert brokers to find out why.



BROKERAGE NEWS

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Market analysis  
and intelligence

#### NEW TO THE MARKET

BOAT	PRICE	DATE	STATUS
32	58.9	36.3	8
58.9	36.3	8	8
36.3	8	8	8
8	8	8	8
8	8	8	8
8	8	8	8
8	8	8	8
8	8	8	8
8	8	8	8
8	8	8	8

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Brokerage  
news round-up

OCEAN TRAVELLER

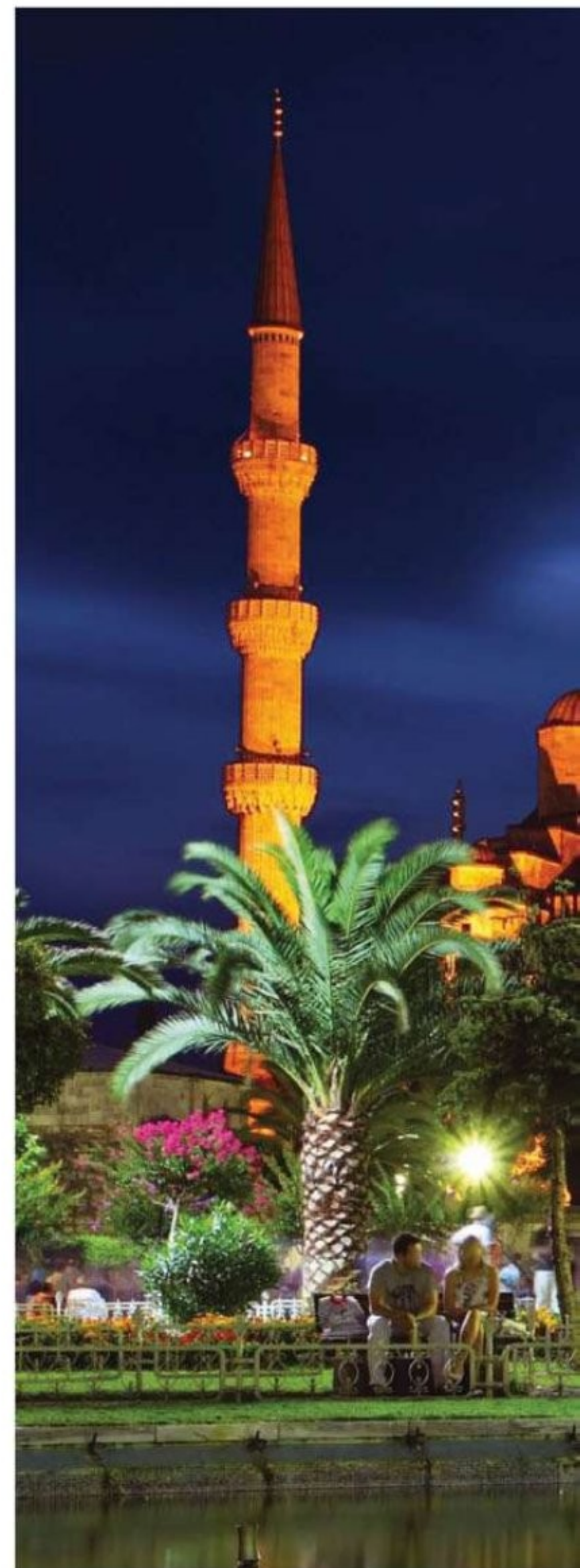


# Beyond Istanbul

Kivircik cruises between two continents



Right: Istanbul's incredible buildings include the Blue Mosque. Left: the Bosphorus Strait forms a pleasant counterpoint to the city's busy streets (top and bottom)



words:  
Esra Makara  
photography  
Esra Makara;  
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It is bliss to be in the Bosphorus Strait on a sunny day; a feast for the eyes. The calm waters make a stark contrast with the noise and traffic of Istanbul's main streets. And the excellent know-how of the captain of the 37.5 metre motor yacht *Kivircik*, my host, steers us safely through what little marine traffic we encounter.

But even in the strait, things aren't as tranquil as they

seem. 'Be aware, there are always strong currents in the Bosphorus, says the captain. 'It is always difficult to find a place for anchorage from the entrance of the Sea of Marmara till Kuruçesme... Apart from staying in a marina, the best place to anchor is in Beykoz offshore waters. In the case of staying anchored at night, captains should always take care of their yachts. This is the golden rule of sailing in Istanbul.'





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In many ways, Istanbul is a city like no other. Spanning two continents, Asia and Europe, it acts as a bridge between the Occident and the Orient, the deep-rooted traditions and the latest trends. Its location, which made it the centre of the Old World, is also the main reason for its intricate history.

Byzantines, Romans and Ottomans all left traces, providing the plurality of impressive architectural monuments visible from the sea. Palaces, mosques, the Galata and the Maiden's Tower, the Anadolu Kavagı castle, the Rumeli Fortress and the waterfront houses (*yali*) of rich Ottomans of the past combine with the fully bloomed Judas trees dotting the surrounding hills and the twittering flocks of seagulls, to make one of the most scenic settings in the world.

There is no reason to plan your sailing route around the Bosphorus. The wind changes and surprises you anyway, so it is best to just go with

the flow – literally – allowing yourself to absorb the beauty of the scenery, perhaps combined with delicacies from the local cuisine. Like the mythological sirens, the city seems to entice you ashore to experience its mysterious beauty. As we approach Kalamis Marina for the afternoon, I remember the words of Fatih Sultan Mehmet: 'Either I conquer Istanbul or Istanbul conquers me.'

Unlike many yachting destinations, Istanbul is not an isolated place where one goes to escape from the world. Instead, it is all about getting the royal treatment and a serious ego pampering. Everyone calls you *efendi* (gentleman) for one. '*Evet hanımefendi*' (yes, lady), says my driver as I ask to be taken to Çemberlitas to experience a Turkish bath. Relaxing on the heated stone table while the attendant massages and exfoliates your skin is not just a great way to release the tension of a busy day, but also better prepares you for the sun and





Above: taking a *Phaeton* to the Luna Park reserve on the Princes' Islands. The diversity and magnificence of Istanbul's culture, food and architecture is overwhelming



makes your tan last longer. Next stop: Çırağan Palace for the night, also the site of the recent World Superyacht Awards. For fans of luxury and comfort it is really hard to resist a taste of a sultan's life, even for one night.

The sound of simultaneous *azans* (Muslim calls for prayer) from several minarets makes for a strange but enchanting way to wake up. After a few times you get used to the mysterious melody, which conveys a stillness hard to describe. After arming myself with the necessary dose of Turkish tea on one of the hotel's terraces, I head for the marina again, this time for a short cruise to Princes' Islands.

If there were just one piece of advice I could give for cruising the Bosphorus, particularly towards the islands, it definitely would be to buy some *simit* to feed the flocks of seagulls soaring cacophonously above your head during the trip. They convey endless energy and excitement as they perform dangerous aerobatics to catch their food mid-air. This entertainment is so engaging that it seems only a minute



until *Kivircik* arrives at Büyükkada (also known as Prinkipos), our main destination for the day.

As the captain explains, 'It is always best to anchor off around 32 to 36 metres from the island, on the southern part.' This is because the island is so popular it becomes difficult to find a good place to anchor. Princes' Islands (or Red Islands) are a chain of nine in the calm Sea of Marmara. The absence of cars, the plentiful trees and flowers and the architectural charm of the wooden mansions and churches make these islands the most popular destination for locals wanting to escape the noise and stress of day-to-day life in Istanbul.

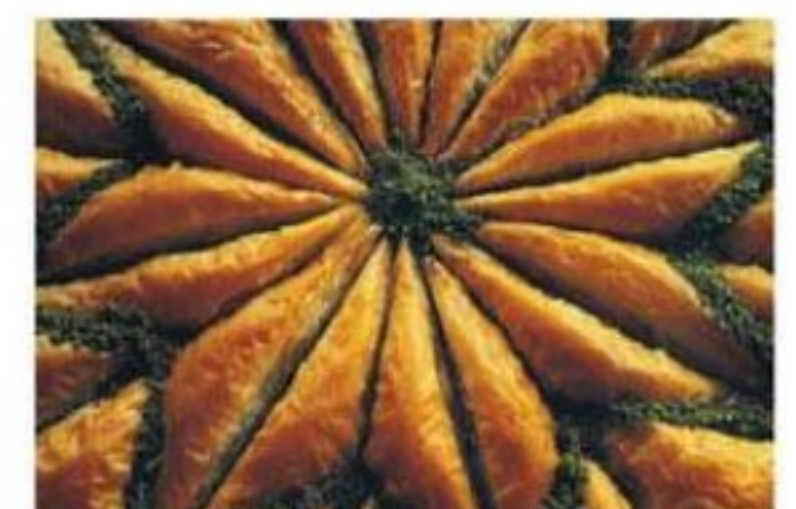
Büyükkada (meaning 'big island') is, as its name suggests, the biggest and most popular of the Princes' Islands, with a total area of two square miles. Life here is very laid back. After a walk to Saat Meydanı, the main square with a beautiful clock tower, I choose a nostalgic tour in a horse-drawn carriage (*phaeton*), feeling as if I'm about to step into one of the old Greek and Turkish romantic films shot on this island.



The absence of cars, the plentiful trees and flowers and the charm of the wooden mansions and churches make the Princes' Islands the most popular destination for locals



Above: The Topkapi Palace, a former residence of Ottoman sultans, houses such wonders as the the fifth-largest diamond on earth, and religious relics like the Footprint of Prophet Mohammed







The view from here has a distinctly calming effect. The almost still waters, the seagulls, even the monuments of Istanbul on the horizon all seem in perfect visual harmony



MARC PARIS

The carriage takes me all the way up to a reserve called Luna Park (Lunapark Gazinosu). From there, I slowly climb the steep cobbled path up the hill to the Church of St George on the top. For the faint of heart or exercise challenged, there is the option of hiring a donkey to do the climbing for you.

About one hour later, having stopped numerous times on the roadside benches to rest and take in the view, I'm enjoying my Turkish coffee in the small café next to the church. The view from here has a distinctly calming effect. The almost still waters, the seagulls, even the monuments of Istanbul on the horizon all seem to be relaxed and in perfect visual harmony.

Back in Istanbul, there is no better way to complete the day than a walk in the historical peninsula of Sultanahmet. The great Hagia Sophia (church of divine wisdom) and the six minarets of the Blue Mosque face each other as a reflection of the turbulent times of the past. After a short visit to the underground Basilica Cistern and its Medusa column, I head to Topkapı Palace for a look at the famous pear-shaped Spoonmaker's diamond, shining in all its glory – and 86 carats.

Diamonds also have a way of whetting the appetite for shopping and







Above: At the spice market and the huge Grand Bazaar, you can haggle for souvenirs and drink aromatic Turkish coffee and tea. Opposite page: the stunning contrast between the city and the strait and (below) as night falls



luckily the Grand Bazaar is very close by. As one of the world's oldest and largest covered markets with 60 covered streets and more than 5,000 shops, it is a must for every serious shopper. The experienced even hire personal shopping assistants to ensure getting great goods for equally great prices. In all cases, be prepared to bargain down prices since most things are overpriced by default. Spice Bazaar, located a little farther in Eminönü, is also worth visiting even just for the spice and herb aromas and the quality brands of Turkish coffee found inside.

For nightlife, Beyoğlu (which has been referred to as 'little Europe' in the past) and especially Istiklal Avenue, are the places to see and be seen. Istanbul's recent economic growth has had an enormous positive effect on the vitality, energy and variety of its nightlife. Pretty much anything goes, from the traditional *meyhanes* in Çiçek Pasajı, where locals gather for *raki* and *mezes* (starters) or kebab, to western-style bars and cafés and all the way to rave and techno nightclubs. The restaurant at the Galata Tower, offering an impressive view, candlelit dinners and traditional dance shows, is another interesting option to try.

For those interested in continuing their cruise to the south, Mehmet Karabeyoğlu, a yacht owner and co-owner of the Proteksan Turquoise shipyard, provides a sample itinerary.

'I've cruised in and around Istanbul many times with my 32 metre yacht,' he says. 'The best time to leave Istanbul is at night, say 10 to 11pm. With 12 miles per hour speed it is easy to reach the Dardanelles around sunrise. Stay in the area of Gallipoli for a day and enjoy the sites of Troy. Next stop should be Bozcaada (Tenedos). By all means don't miss Babakale, a great place to explore and have lunch and then visit the village of Assos. Go for a swim at Bademli to enjoy the clear waters. Finally, go to Ayvalık, cruise a little on the northern parts of Mytilini in Greece and have lunch in the west part of Chios, since the restaurants there are good. And, of course, your last stop should be Çesme.'

If cruising Turkey leaves you longing for more Eastern Mediterranean adventures, All4Yachting charter company from Greece recommends a visit to the Sporades, where the extreme beauty, pine forests and more than 100 exotic beaches will allow you to forget all about civilisation and cosmopolitan life once more.



## FACT FILE Istanbul

### CONTACTS

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and Sabiha Gökçen  
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tel: +90 (0) 212 327 2844  
[www.anjelique.com.tr](http://www.anjelique.com.tr)



#### TIME ZONE

GMT +2

#### LANGUAGES

Turkish, though most locals speak English well enough

#### CURRENCY

Turkish lira

#### POPULATION

13.6 million

#### CLIMATE

May, June, July, August and September are considered the best time to visit Istanbul, known for hot, dry summers. In May the city is covered with tulips.

#### POLITICS

Turkey is considered a safe, stable democracy, although doubts about its human rights record are hindering its entry to the EU.

#### GETTING THERE

A host of airlines serve the two international airports (Atatürk, the larger one, and Sabiha Gökçen, the smaller one on the Asian side), and there are two international rail terminals.

#### ENTRY REQUIREMENTS

US citizens need to carry a passport and visa with them. A 90-day sticker visa can be acquired at the port of

entry. Depending on your nationality, most probably your stay as a tourist is limited to three months. For tourist visas for many countries, there is no need to apply in advance. There is a small visa fee.

#### ARRIVING BY YACHT

Ataköy Marina, a port of entry to Turkey, is near Istanbul at the southern end of the Bosphorus Straits, and is a peaceful place, despite its easy access. Setur Kalamis and Fenerbahçe marinas are located in one of Istanbul's most beautiful bays. They are ideally placed for Bosphorus to the north and the cruising grounds of the Princes' Islands in the Sea of Marmara.





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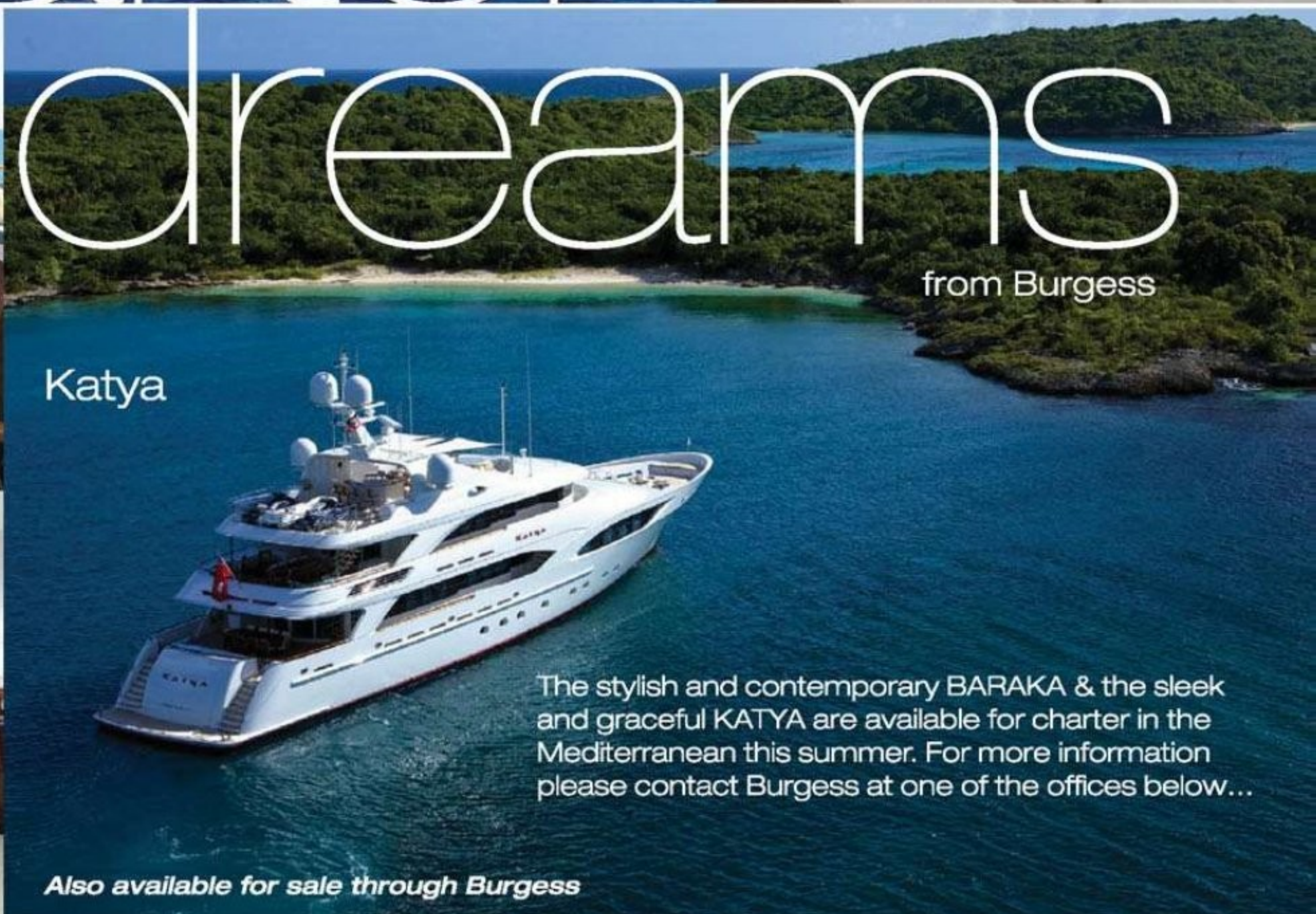
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## EDITOR'S CHOICE

### *Darlings Danama*: built for comfort and entertainment

Constructed by CRN and designed by Zuccon International Project Studio – in collaboration with CRN's in-house design studio – *Darlings Danama* is a resounding success.

Boasting a winning combination of vast open areas and light airy interiors, she is a wonderful yacht for entertaining as well as relaxing. The overall feel is minimalist, although art deco touches in off-white, cream and

brown inject some warmth and colour into her clean interior.

The sense that she has been primarily built for comfort and entertainment is reinforced by her outdoor spaces, which offer impressive multiple lounging and dining areas for formal or relaxed occasions.

The entertainment theme flows up to her sundeck, where a large spa pool, further lounging areas

and a bar can be found.

*Darlings Danama* accommodates 12 guests in six cabins spread over her numerous decks, all connected by lift. Very well equipped and beautifully decorated, each cabin is luxurious and secluded, although one cabin does outshine the rest: the full-width owner's suite on the main deck, which enjoys a private balcony.

#### DARLINGS DANAMA

LOA: 60m

BUILDER/YEAR: CRN/2011

GUESTS/CREW: 12/16

LOCATION: Med

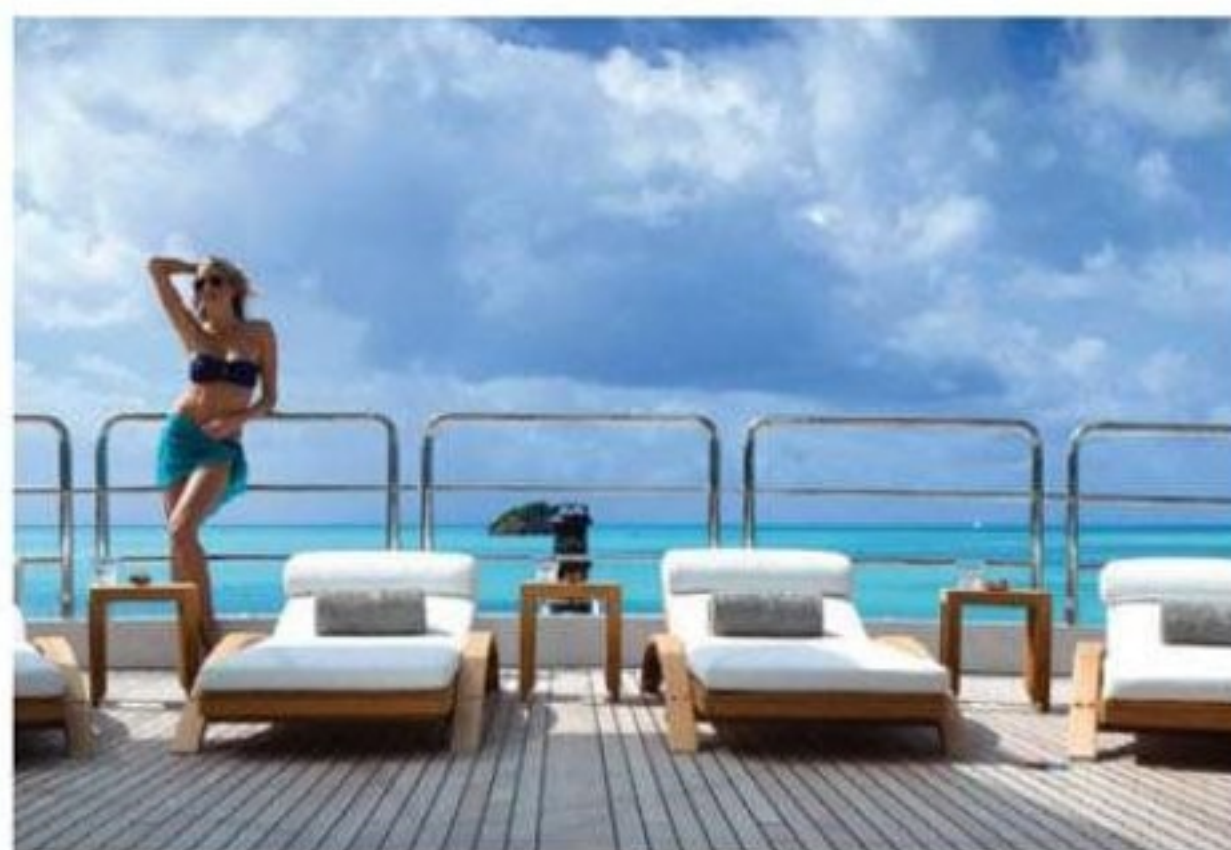
RATES: From €365,000/€345,000 per week, plus expenses

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<div><div><i>Bluebird of Happiness</i></div><div>The yacht features an unusual aft stairway access to the flybridge. She sleeps eight guests.</div></div>		<div>LOA: 26m</div> <div>BUILDER/YEAR: Arno Shipyard/2004</div> <div>GUESTS/CREW: 8-9/3</div> <div>COST: €37,500/€32,000, per week, plus expenses</div> <div>LOCATION: Med</div> <div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>SuperYachtsMonaco</div> <div>Jim Evans</div> <div>tel: +377 93 25 03 48</div> <div>email: jimevans@superyachtsmonaco.com</div> <div>web: superyachtsmonaco.com</div>									
<div><div><i>Axioma</i></div><div>Built by ISA in 2006, <i>Axioma</i>'s Luca Dini interior accommodates 12 guests in four double and two twin suites.</div></div>		<div>LOA: 47.5m</div> <div>BUILDER/YEAR: International Shipyard Ancona/2006</div> <div>GUESTS/CREW: 12/9</div> <div>COST: €160,000/€140,000 per week, plus expenses</div> <div>LOCATION: Med</div> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Yachtzoo</div> <div>tel: +377 97 70 52 00</div> <div>email: info@yacht-zoo.com</div> <div>web: yacht-zoo.com</div>									
<div><div><i>Alexandra V</i></div><div>After a refit, <i>Alexandra V</i> is ready for her first charter season. She has a huge interior volume and elegant lines.</div></div>		<div>LOA: 29.42m</div> <div>BUILDER/YEAR: Princess Yachts International/2009</div> <div>REFIT: 2012</div> <div>GUESTS/CREW: 8/4</div> <div>COST: €59,000/€69,000 per week, plus expenses</div> <div>LOCATION: French Riviera</div> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Princess Yacht Charter</div> <div>Laurent Le Brun</div> <div>tel: +44 (0)207 499 50 50</div> <div>email: info@princessyachtcharter.com</div> <div>www.princessyachtcharter.com</div>									
<div><div><i>Beyond the Clouds</i></div><div>Designed by Stefano Righini, this motor yacht sleeps eight in a master, VIP suite and two twins.</div></div>		<div>LOA: 30.2m</div> <div>BUILDER/YEAR: Benetti/2004</div> <div>GUESTS/CREW: 8/5</div> <div>COST: €54,000/€45,000 per week, plus expenses</div> <div>LOCATION: Western Med</div> <div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Floating Life Charter &amp; Brokerage</div> <div>Laura Polotto</div> <div>tel: +41 91 68 23 306</div> <div>email: l.polotto@floatinglife.ch</div> <div>web: floatinglife.com</div>									
<div><div><i>Noa VII</i></div><div><i>Noa VII</i> has a classic interior by John Munford with art deco motifs. Accommodation is for 12 guests in five suites.</div></div>		<div>LOA: 48.2m</div> <div>BUILDER/YEAR: Feadship/1997</div> <div>REFIT: 2007</div> <div>GUESTS/CREW: 12/10</div> <div>COST: €180,000 per week, plus expenses</div> <div>LOCATION: Eastern Med</div> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Fraser Yachts</div> <div>Bertrand Mattei</div> <div>tel: +33 6 07 93 28 97</div> <div>email: bertrand.mattei@fraseryachts.com</div> <div>web: fraseryachts.com</div>									
<div><div><i>Sarah</i></div><div>With nine suites, <i>Sarah</i> offers a huge amount of space and flexibility for guests. She also has 20 crew and plenty of toys.</div></div>		<div>LOA: 62m</div> <div>BUILDER/YEAR: Amels/2002</div> <div>GUESTS/CREW: 12/20</div> <div>COST: €325,000 to €350,000 per week, plus expenses</div> <div>LOCATION: Western Med</div> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Ocean Independence</div> <div>James Graham-Cloete</div> <div>tel: +44 1273 831 010</div> <div>email: james@ocyachts.com</div> <div>web: oceanindependence.com</div>									
<div><div><i>Lady Linda</i></div><div><i>Lady Linda</i> offers a superb sound and lighting system, many toys and six beautifully appointed suites.</div></div>		<div>LOA: 57m</div> <div>BUILDER/YEAR: Trinity Yachts/2012</div> <div>GUESTS/CREW: 8-10/12</div> <div>COST: €350,000/€322,000 per week, plus expenses</div> <div>LOCATION: Med</div> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Burgess Miami</div> <div>tel: +1 305 672 0150</div> <div>email: miami@burgessyachts.com</div> <div>web: burgessyachts.com</div>									
<div><div><i>Galaxia</i></div><div>Bermudian ketch <i>Galaxia</i> comfortably accommodates 12 in five suites. She had an extensive refit in 2006-7.</div></div>		<div>LOA: 52.3m</div> <div>BUILDER/YEAR: Perini Navi/1997</div> <div>REFIT: 2006/7</div> <div>GUESTS/CREW: 10-12/10</div> <div>COST: From €140,000 per week, plus expenses</div> <div>LOCATION: South of France</div> <div><div></div><div></div><div></div></div>	<div>CONTACT</div> <div>Yachting Partners International</div> <div>Fiona Maureso</div> <div>tel: +33 (0) 493 340 100</div> <div>email: charter@ypigroup.com</div> <div>web: ypigroup.com</div>									



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**Boat of the Month**  
Charter favourite *Galaxy* on the market, **p162**



**New to market**  
The latest signings, **p164**



**Yacht sales**  
A round-up of vessels sold this month, **p166**



**Price updates**  
The latest price movements, **p168**



**Marketplace**  
Our selection of yachts seriously for sale, **p170**

## MARKET ANALYSIS

# Has sail hit the rocks?

Sailing superyacht owners love and use their boats well, but brokerage sales have been slow recently. We speak to expert brokers to find out why

Swift, luxurious and magnificent, sailing superyachts inspire passion in their owners.

Yet these graceful giants, which make up about 18 per cent of the overall superyacht fleet, showed poor brokerage sales figures in the first quarter of 2012, with two sold compared with 51 motor yachts. The last quarter of 2011 was an unusual high, with 17 sold, against 36 motor yachts, but back through 2011 monthly numbers have been depressed, between two and (a sharp peak of) 11. Brokers we spoke to agreed that super sailer brokerage has been slow over the past 12 months and the reasons have as much to do with the attitudes of their owners as the niche market and unique maintenance and crew needs of sailing yachts.

'A lot of motor yacht sales in the last 18 months have been the result of very keen sellers,' says Toby Walker, managing director of brokerage, charter and management at Dubois Yachts. 'Whereas a lot of sailing yacht owners are not financially bound to have to sell the yacht. We've got a number of owners who would sell at the right level, and go on and do another project, but they are by no means desperate to sell.'

'We've seen the low numbers of sailing yacht sales because owners are not prepared to give them away at throwaway prices.'

Perhaps then, sailors represent a particularly financially secure section of the superyachting community, but an emotional element is in play too.

'With many motor yacht owners it's about the image and the enjoyment,' says Walker. 'Whereas with many sailing yacht owners it's all about the enjoyment – and nothing will get in the way of that. To paraphrase, for some motor yacht owners the yacht would be the first thing to go; for a lot of sailing yacht owners it would be the last thing to go.'

The ideas that sailors are less likely to want or need to sell their superyachts, and that they will be less likely to slash the prices if they do, are supported by all the brokers we spoke to. Our statistics, in comparison, show that a roughly proportional number of sailing superyachts have been coming on to the market in recent months. In Q1 of 2012, 18 came on to the market, compared with a 80 motor yachts and in Q4 of 2011, 15 came on to the market, compared with 108 motor yachts. In 2011 as a whole, 408 motor yachts were new to the market, ▶

## INSIGHT

Motor v Sail: Total new orders by quarter (last nine quarters)





compared with 63 sailing yachts. Neither do our statistics suggest that sailing yacht sellers are reluctant to make reductions on their yachts once they are for sale. There were 25 price updates on sailing superyachts in Q1 of 2012. In 2011 the average reduction on a motor yacht was 11 per cent, and on a sailing yacht, 14 per cent. In 2010, the average reduction on a motor yacht was 14 per cent, and 11 per cent on sail.

But when assessing the superyacht market, so few units are involved that statistics can be skewed by a few anomalies – for example, a couple of massively reduced boats can skew reduction figures. This is even more of a danger when narrowing the field to sailing boats. Bruce Brakenhoff, president of Perini Navi USA, says the prices of sailing boats that have sold over the

past 12 months have been ‘all over the place’.

‘A few have been low; one wasn’t even on the market – he was made an offer that was off the charts; and on another deal there was a trade involved.’

In any case, he does not believe that slashing prices is an effective way to sell sailing yachts. ‘More motor yachts could satisfy a particular customer’s needs, so he will go after the one in his price range – the

one that’s the best deal. Whereas the sailboats are few and far between and just because you drop the price from €30 million to €20 million doesn’t mean the client for that boat is out there.’

Where, then, do potential owners turn for a super sailer?

‘The buyer who really wants a large sailing yacht and can afford that, he is keen to try to build a new one,’ says Bertrand Voegelé, CEO of Yachting Partners International. ‘When you are very rich, and very passionate like sailing yacht owners are, it is more interesting to build a new one.’

He adds: ‘Competition between the top sail yards in the world – there are five or six – is hot. So [owners] can get good prices.’

Walker agrees that the ‘high-end, pedigree yards’ for large sailing yachts have seen good business over the last few months. Our statistics show three new orders were made in the first quarter of 2012, six in the last quarter of 2011, and 27 in 2011 as a whole (compared to 81 motor yachts). Not bad considering the small number of specialist yards. These yachts will be well used for the purposes to which they will be tailored.

‘Sailing superyachts tend to be one-offs, for owners who are completely committed to big campaigns, be they rallies, regattas or charter work,’ says Walker.

The growth of racing events, such as St Barths Bucket or the Loro Piana Superyacht Regatta, means there are more reasons for an enthusiast to make a new order. ‘We’ve seen the evolution of superyacht racing. That’s allowed a lot of former cruising owners to enjoy a modicum of racing and, in certain owners, it’s generated a focus on design and performance,’ says Walker.

‘They always want to embrace new technologies and there’s a constant trend towards reducing weight for performance: yards that can build in composite are seeing more enquiries.’

Brakenhoff has found that this paring down has filtered through to interiors in the market, which previously favoured classical styles. ‘They’re getting more hip, more contemporary for interiors. Now they are maybe 50 per cent modern, 50 per cent classic, whereas it used to be 95 per cent classic.’

So what does the future hold for sailing superyachts? ‘I don’t think it’s affected the market yet, but over the next 10 years, environmental issues will favour the sailing yacht market. Fuel costs, carbon footprint, that sort of thing,’ says Walker.

But when it comes to sailing superyachts, it seems passion is as likely to sustain the industry. One might, for example, think the maintenance and skilled crew requirements for a sailing yacht would deter buyers, but Brakenhoff disagrees. ‘It would, however, affect whether they sell or not. If they’re frustrated they’ll sell. But that doesn’t happen often.’

**‘Sailing superyachts tend to be one-offs for owners who are completely committed to big campaigns’**

## BOAT OF THE MONTH



COURTESY OF BENETTI

**CONTACT**

Burgess

tel: +44 20 7766 4300 email: london@burgessyachts.com web: burgessyachts.com

### Galaxy

**Benetti 56m hits the market for the first time**

Burgess has signed as central agency for sale on the 56m motor yacht *Galaxy*, now on the market for the first time. Built by Benetti in 2005 to Lloyd’s class and MCA compliant, *Galaxy* enjoys a strong reputation on the charter market. She will relocate to the south of France in prime condition for a new owner this summer. A highly versatile yacht, she is equally suited to intimate, private cruising or family/group charters. *Galaxy* has a range of superb features, including a sky lounge with 180-degree panoramic views, home cinema, gaming tables and a bar. A spacious and luxurious accommodation layout provides for up to 14 guests in six suites over three decks. *Galaxy* has the potential to earn income for a new owner from day one and is asking €28 million.





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# NEW TO THE MARKET

## MARCH IN NUMBERS

# 32

Total number of yachts

# 8

New sailing yachts

# 58.9

metres

Largest new yacht on market (*Idol*)

# 36.3

metres

Average length

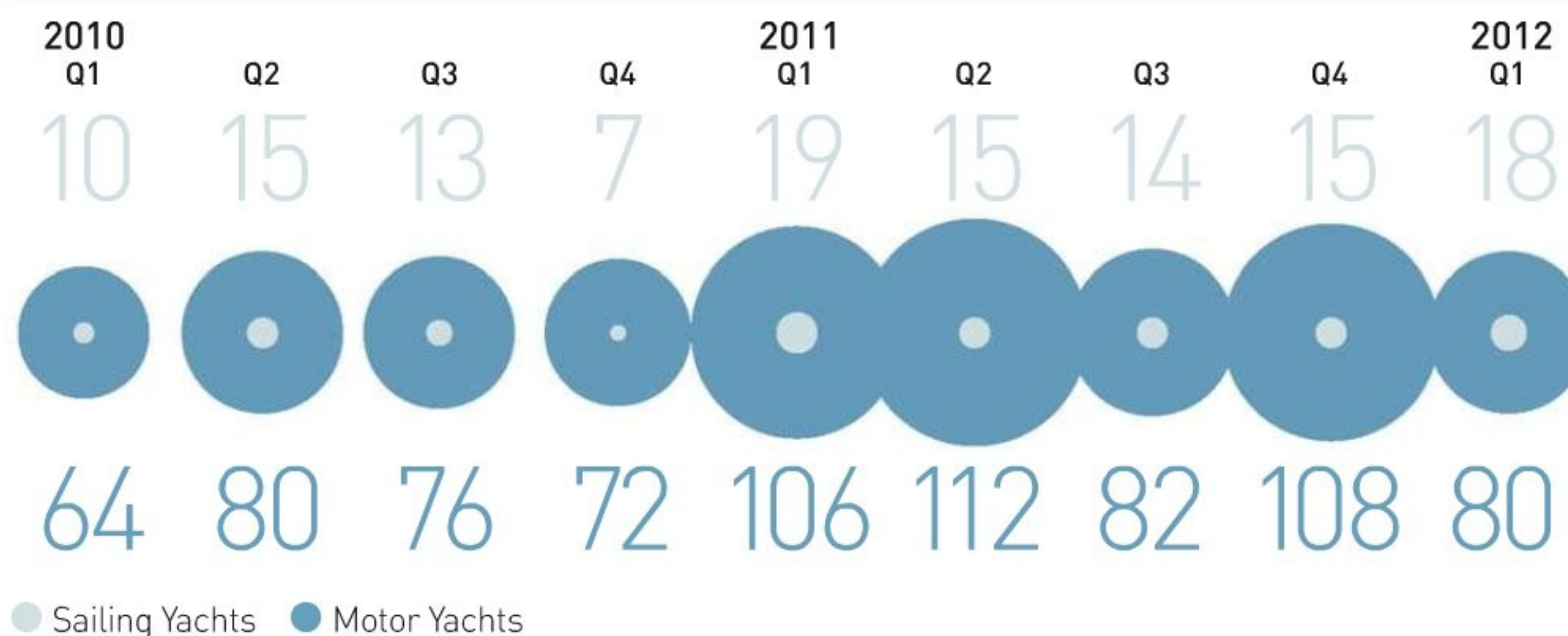
## LISTINGS HIGHLIGHTS

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	ASKING PRICE	YARD	TYPE	LOA (M)	BROKER
<b>51m+</b>					
<i>Idol</i>	€32m	Austal	M	58.9	Fraser Yachts
<i>Galaxy</i>	€28m	Benetti	M	56	Burgess
<i>Issana</i>	€44.95m	Feadship	M	55.5	Edmiston & Company
<i>Kisses</i>	\$34.9m	Feadship	M	54	Merle Wood/Camper & Nicholson's
<i>Galaxia</i>	\$22m	Perini Navi	S	52	Yachting Partners International
<b>41-50m</b>					
<i>Project 12</i>	€23m	Cantieri di Pisa	M	46.57	Burgess
<i>Mari-Cha III</i>	\$12.95m	Sensation Yachts	S	44.7	Burgess
<i>Ouranos Too</i>	€6.5m	Codecasa	M	41	Cape4/Fraser Yachts
<i>Nuberu Blau</i>	\$14.25m	Alloy Yachts	S	40.3	Dubois Yachts
<b>30-40m</b>					
<i>Zeepard</i>	€12m	JFA	M	37.18	Simpson Marine
<i>M3</i>	€2.4m	Sunseeker	M	33	Sunseeker London
<i>Kestrel</i>	€7.5m	Kestrel Superyachts	S	32.4	Watkins Superyachts
<i>Carl Linne</i>	\$5.7m	Holland Jachtbouw	S	32.3	Dubois/Northrop & Johnson
<i>Wind Song VI</i>	€4m	Astondoa	M	31.09	Fraser Yachts
<i>Beyond</i>	€4.95m	Inace	M	30	Fraser Yachts

## INSIGHT

Motor v Sail: total of each that have come on to the market per quarter (last nine quarters)



## Spotlight

New to the market



*Galaxia*

The largest sailing yacht to enter the market is the 52m *Galaxia*, delivered in 1997 by Perini Navi as the first in its 52m series. Currently listed for sale by Matt Albert at **Yachting Partners International**, she is asking \$22 million.



*Idol*

Built by Australia's Austal yard in 2007 as *Outback*, this 58.9m superyacht was sold as recently as 2010 and, following a major refit in 2011, is now back on the market renamed *Idol*, for sale with David Legrand at **Fraser Yachts**, asking €32 million.



*Mari-Cha III*

The 44.7m *Mari-Cha III* is the fastest sailing yacht in her class and holds several world records. Built by Sensation Yachts in 1997, she is for sale at **Burgess** asking \$12.95 million.



*Issana*

Formerly known as *Drizzle*, Feadship's 55.5m motor yacht *Issana* was built in 2005 and refitted in 2009. Newly listed for sale by Chris Cecil-Wright at **Edmiston & Company**, her asking price is €44.95 million.



*Project 12*

Currently in the final stages of construction at Pisa Superyachts, the 46.57m motor yacht *Project 12* has been listed for sale at **Burgess**. ABS classed and MCA compliant, her asking price is €23 million.



# MARGHERITA CASTAGNOLA 33mt

Built in 2009 by Cantieri Navali Tigullio with steel hull and aluminium superstructure, brand new displacement motor yacht (only 130 engine hours), underway and zero-speed stabilizers, R.I.N.A Charter Class are only some of the key features which make MARGHERITA one of the best value-for-money yachts on the market.

2009 - Cantieri Navali Tigullio - 108'/33mt - Accommodation for 10 in 5 cabins plus crew - 2 X MAN 1100 Hp / Asking price € 5,100,000

**EURO 700,000 PRICE REDUCTION**



  
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FOR SALE



# YACHT SALES OVER 24M

## MARCH IN NUMBERS

**23**  
Total yachts sold

**€6.37**  
million  
Average asking price

**€146.5**  
million  
Total asking prices

**\$45.95**  
million  
Highest asking price  
(*Excellence III*)

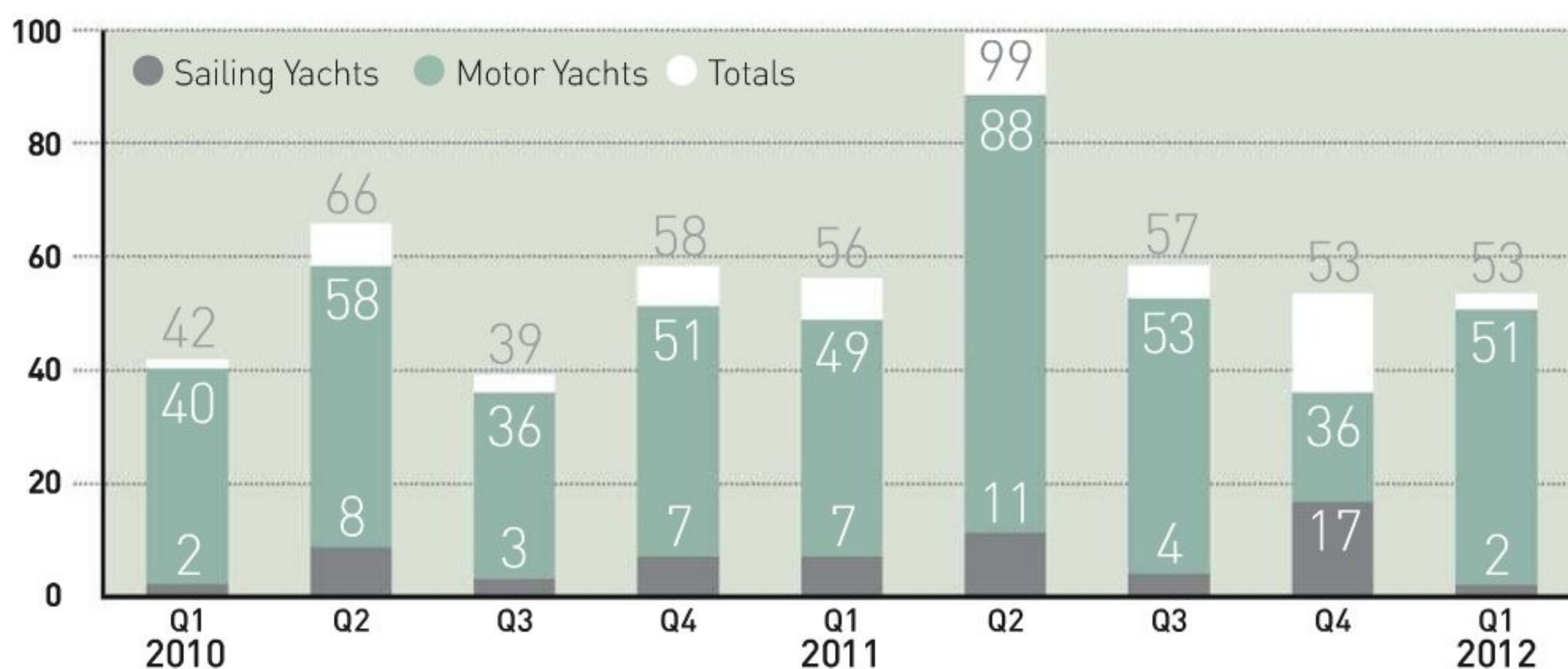
## LISTINGS HIGHLIGHTS

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	ASKING PRICE	YARD	TYPE	LOA (M)	BUYER'S BROKER	SELLER'S BROKER
<b>51m+</b>						
<i>Excellence III</i>	\$49.95m	Abeking & Rasmussen	M	57.3	Northrop & Johnson	Burgess/Merle Wood
<b>41-50m</b>						
<i>Pestifer I</i>	\$12m	CRN	M	50	Fraser Yachts	Y.CO
<i>Lady Dahlia</i>	€14.5m	ISA	M	47.5	Dubois Yachts	Camper & Nicholsons
<i>Imbros</i>	€10.5m	Troy	M	42	Expedition Yachts	Ocean Independence
<i>taTii</i>	€12.9m	Tamse	M	40.5	bluewater	bluewater
<b>30-40m</b>						
<i>Temptation</i>	\$6.39m	Palmer Johnson	M	37.5	Int'l Yacht Collection	HMY Yacht Sales
<i>Sea Owl</i>	\$8.95m	Delta	M	37.4	Yacht Xchange	Int'l Yacht Collection
<i>Beverley</i>	€8.95m	Benetti	M	36.5	Camper & Nicholsons	Camper & Nicholsons
<i>Crescendo</i>	\$6.295m	Westport	M	34.1	Northrop & Johnson	Westport
<i>Hide Out</i>	\$6.595m	Westport	M	34.1	Camper & Nicholsons	Camper & Nicholsons
<i>Celebration</i>	€3.8m	CRN	M	34	Camper & Nicholsons	Camper & Nicholsons
<i>Lady Lily</i>	\$8.995m	Westport	M	34	RJC Yachts	Worth Avenue Yachts
<i>Tenacity</i>	\$3.35m	Hargrave	M	33.2	Frank Gordon Yacht Sales	HMY Yacht Sales

## INSIGHT

Total motor and sail yachts sold per quarter (last nine quarters)



## Spotlight Sales over 24m



**Excellence III**  
The largest yacht sold so far in 2012 is the 57.3m motor yacht *Excellence III*, built by Abeking & Rasmussen in 2001, listed for sale at \$45.95 million by **Burgess** and **Merle Wood** and with the buyer introduced by **Northrop & Johnson**.



**Black Shark of St Peter**  
The only sailing yacht sold last month was Royal Huisman's 24.72m *Black Shark of St Peter*, sold by Claude Niek of **CSO Yachts** to a direct client and asking €439,000.



**taTii**  
Listed for sale since her delivery in 2009, the 40.5m motor yacht *taTii* from Tamsen Yachts found a buyer through Jimmy Broddeson at **bluewater**, asking €12.9 million.



**Lady Lily**  
Three Westport motor yachts were sold last month, the newest being the 2010-built 34m *Lady Lily*, listed for sale by **Worth Avenue Yachts** and sold by **RJC Yacht Sales**.



**Pestifer I**  
A notable sale was the 50m CRN motor yacht *Pestifer I*. Built in 1998, she boasts massive interior volumes and was sold with **Y.CO** representing the seller and **Fraser Yachts** the buyer, asking \$12 million.



YACHT MANAGEMENT  
NEW CONSTRUCTION  
SALE & PURCHASE  
CHARTER

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SHIPYARD Amels • LENGTH 52m • YEAR 2010 • SPEED 16 knots • CABINS 5 • GUESTS 11 • CREW 12

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# PRICE UPDATES

## MARCH IN NUMBERS

# 72

Total number  
of yachts

# €56.3

million  
Total reduction

# 12

per cent  
Average percentage  
reduction

# €3

million  
Largest single reduction  
(*Lady Sheila*)

## LISTINGS HIGHLIGHTS

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	LOA (M)	REDUCTION	NEW PRICE	YARD	TYPE	BROKER
<b>51m+</b>						
Mondango	51.7	€2.1m	€27.9m	Alloy Yachts	S	Dubois Yachts
<b>41-50m</b>						
Marion Queen	49.13	€1m	€10.9m	Feadship	M	Edmiston & Company
Zoom Zoom Zoom	49.07	\$500,000	\$21.9m	Trinity	M	Int'l Yacht Collection
The Highlander	46	\$2m	\$5.995m	Feadship	M	Bradford Marine
Lady Sheila	44	€3m	€16.9m	Benetti	M	Merle Wood & Associates
Big City	42.7	\$1m	\$17.9m	Trinity	M	Denison & Daves
Mirabella III	41.6	€2m	€5.5m	Concorde Yachts	S	Yachting Partners
<b>30-40m</b>						
Namoh	38	\$300,000	\$12.4m	Cheoy Lee	M	Worth Avenue Yachts
Golden Boy II	35.05	\$500,000	\$4.95m	Sovereign	M	Fraser Yachts
Onika	33.53	\$250,000	\$4.5m	Delta Marine	M	Northrop & Johnson
Lady J	33.4	\$300,000	\$5.9m	Overmarine	M	Neo Yachting
Sharon Ann	31.7	\$350,000	\$4.9m	Destiny	M	Int'l Yacht Collection
Shadow	31	€950,000	€7.95m	Comar Yachting	S	Fraser Yachts
Merlin	30.45	€1.5m	€5.45m	Mengi-Yay	S	Ocean Independence

## INSIGHT

Motor v Sail: Total price updates for each per quarter (last nine quarters)

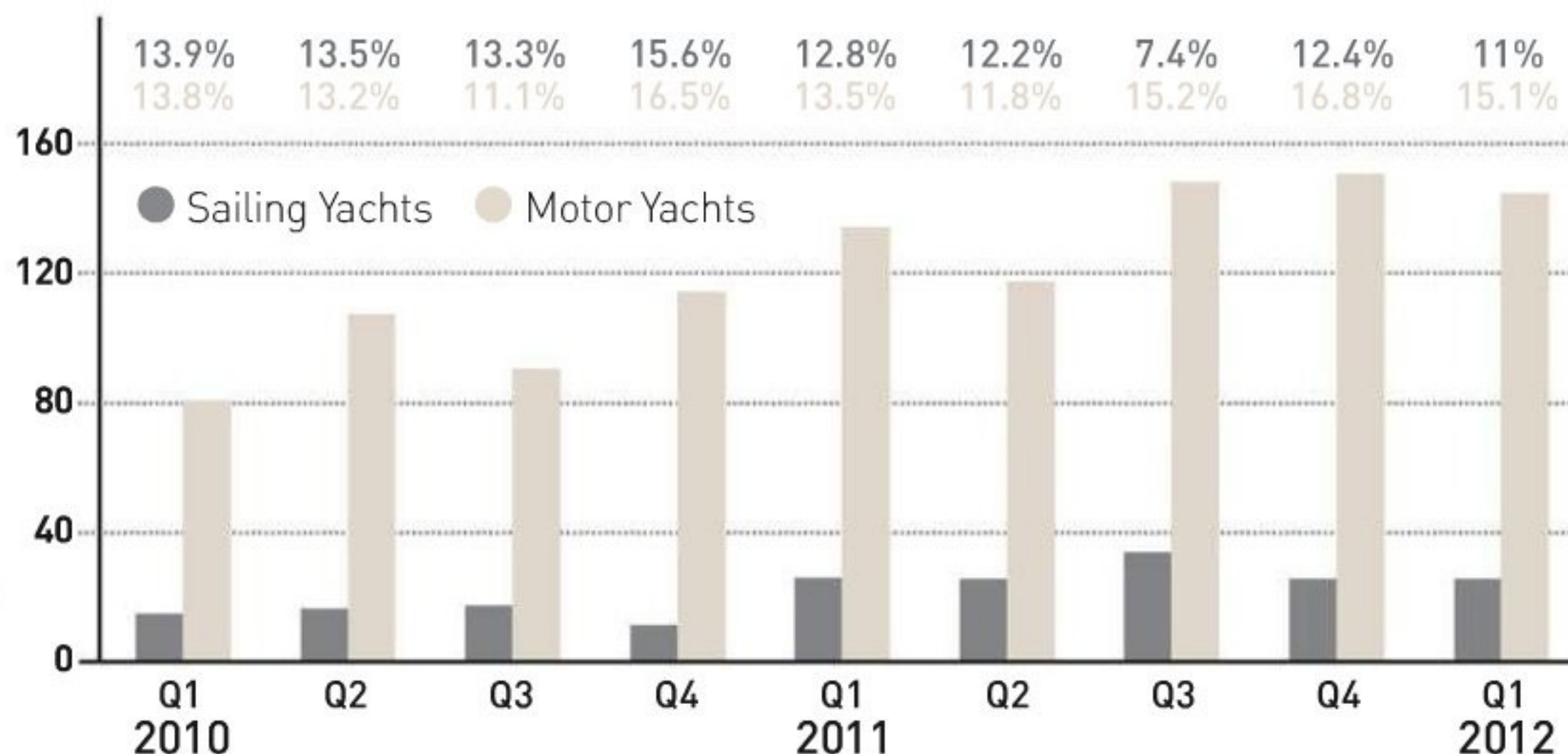
Average price  
reduction  
(last nine quarters)

# 14.1

per cent  
Sailing yachts

# 12.4

per cent  
Motor yachts



## Spotlight Price updates



*Mondango*

**REDUCED BY €2.1m  
NOW €27.9m**

The largest sailing yacht to have a price reduction is the 51.7m *Mondango*, built to ABS class by Alloy yachts in 2008. Following a €2.1 million drop, she's listed for sale by Toby Walker at **Dubois Yachts** asking €27.9 million.



*Lady Sheila*

**REDUCED BY €3m  
NOW €16m**

The biggest price reduction this month is one of €3 million on the 44m Benetti *Lady Sheila*. For sale at **Merle Wood & Associates**, she is now down to €16 million.



*The Highlander*

**REDUCED BY \$2m  
NOW \$5.995m**

Popularly known as the 'ultimate capitalist tool' Feadship's 46m classic gentleman's motor yacht *The Highlander* saw a \$2 million price reduction with Whit Kirtland at **Bradford Marine Yacht Sales** and is now asking \$5.995 million.



*Mirabella III*

**REDUCED BY €2m  
NOW €5.5m**

The 41.6m *Mirabella III* is part of the *Mirabella* fleet built for charter. 'Having completed an extensive refit in Palma, *Mirabella III* is ready for the summer season,' says William Bishop at **Yachting Partners International**.



*Big City*

**REDUCED BY \$1m  
NOW \$17.9m**

Following a \$3 million price drop in January 2012, Trinity Marine's 42.7m motor yacht *Big City* had a further price reduction of \$1 million. She's on the market with Chris Daves at **Denison & Daves**, now asking \$17.9 million.

For the latest updates go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)



# YACHT MANAGEMENT NEW CONSTRUCTION SALE & PURCHASE CHARTER

## **ARKLEY** 450 000 EUR

LENGTH 60m  
SHIPYARD Lürssen  
YEAR 2009  
SPEED 16 knots  
CABINS 6  
GUESTS 12  
CREW 15

Central agent



## **BEL ABRI** 275 000 EUR

LENGTH 52m  
SHIPYARD Amels  
YEAR 2010  
SPEED 16 knots  
CABINS 5  
GUESTS 11  
CREW 12

Central agent



## **MANIFIQ** 140 000 EUR

LENGTH 41m  
SHIPYARD Mondo Marine  
YEAR 2011  
SPEED 19 knots  
CABINS 5  
GUESTS 10  
CREW 7

Central agent



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# MARKETPLACE

## FOCUS ON NEW ZEALAND BUILT YACHTS

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Superyachts constructed in this small, isolated country win both awards and regattas, proving that New Zealand punches well above its weight

New Zealand's yards have a reputation for building fine superyachts, power and sail, that garner awards and feature prominently in regattas worldwide. In the mid-1980s, the first New Zealand superyacht yard was established by Neville Crichton, an extremely competitive sailor, who had cut his teeth in the cauldron of IOR racing. He assembled a small team, leased space at an existing boatyard and built a 28m sloop, *Chanel*. That led to the establishment of Alloy Yachts. Yards like Yachting Developments, which specialises in composite construction, Fitzroy Yachts, McMullen & Wing and others created their own portfolios, and a slew of support industries – sailmakers, spar makers, electronics companies, design studios – flourished. In New Zealand, boatbuilding is not just a job. It is a passion.



€28 million

### Red Dragon

51.7M | 2008

*Red Dragon* is a sloop built by Alloy Yachts to a design by Dubois, with an ultra-luxury and contemporary interior by Wilmotte & Associates. She is sturdy and beautiful, with the ability for fast passages and long periods of autonomy. She was a finalist in the 2008 World Superyacht Awards. Broker: **McMaster Yachts**



\$29 million

### Big Fish

45M | 2010

McMullen & Wing's 45m expedition yacht *Big Fish* burst onto the scene in 2010. Here was a boat that could cruise the world's most glamorous destinations and hold its own alongside the most desirable yachts in the marina. She is packed with innovations and cutting-edge technology, equipping her to pursue a more adventurous course. Broker: **Y.CO**



€2,957,000

### Neptune

25.65M | 2004

Built by Fitzroy Yachts, *Neptune* is designed for extended ocean cruising and is fabricated in 'Alustar' aluminium as a yacht tailor-made to the owner's requirements. *Neptune* is a true long distance sailing yacht with luxurious accommodation and high quality equipment. Broker: **Bernard Gallay Yacht Brokerage**



\$13.5 million

### Inmocean

41M | 2008

The sloop *Inmocean*, built by Fitzroy Yachts, is a classic style yacht, with pretty, easy flowing sheer line and long classic ends. Her interior, designed by Adam Lay Studio, has the owner and guest accommodation forward in three cabins while the crew is aft in three cabins. Broker: **Dubois Yachts**

## Spotlight Seriously for sale



Triple Seven

€49,750,000

The 66.7m luxury motor yacht *Triple Seven* was built in 2006 by German shipyard Nobiskrug and features an abundance of outdoor spaces and a minimalistic interior. She is listed for sale by **Edmiston** and **SuperYachtsMonaco**.



Auspicious

€14.9 million

The 46.2m motor yacht *Auspicious* is second in the acclaimed Leopard 46 series. Her sleek interior comfortably accommodates 10 to 12 guests in five cabins. *Auspicious* is for sale with **K&K Superyachts**.



Cyclos III

€3.5 million

Built in 1990 by Royal Huisman, the 42.4m *Cyclos III* is a yacht that is not only comfortable but also sails well, and was one of the groundbreaking yachts of her generation. She is listed for sale at **Yachting Partners International**.



Anna J

€3.95 million

Delivered in 2000, the 30-knot, 36.58m Palmer Johnson *Anna J* had an interior and mechanical overhaul in 2010-11. She sleeps nine guests in four cabins and already has eight weeks of charter booked. The broker is **International Yacht Collection**.



Sea D

\$10.5 million

Built by Proteksan Turquoise in 2003, the 39.4m motor yacht *Sea D* had a major refit recently. Accommodation is for 10 guests in a master suite, VIP, two double and two twin cabins. The broker is **Ocean Independence**.

For the latest updates go to [www.boatinternational.com/yacht-sales](http://www.boatinternational.com/yacht-sales)



Recent Price Reduction



**ELEMENT**, Cantieri di Pisa 42m, 2002

Asking: EUR 7,950,000

12 guests | Palma de Mallorca, Spain

Central Agents for Sale



**KADIMO'S**, Couach 3700, 2007

Asking: EUR 5,950,000

12 guests | South of France

Central Agents for Sale



New Central Agency for Sale

**STILVI III**, Benetti Classic 115, 2004

Asking: EUR 6,500,000

11 Guests | Athens, Greece

Central Agents for Sale



**ARES**, Mangusta 108, 2005 refit 2010

Charter from: EUR 85,000 per/week

9 Guests | Cruising Area: Western Med

Central Agents for Charter



**TUPPENCE**, Sunseeker 30m, 2011

Charter from: EUR 70,000 per/week

10 Guests | Cruising Area: Western and Eastern Med

Central Agents

for Charter



**LADY P**, Bugari 98, 2003

Asking: EUR 4,200,000

9 guests | Athens, Greece

Central Agents for Sale

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in top of the range 20 - 45m semi-custom and performance luxury yachts

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BROKERAGE

CHARTER

NEW CONSTRUCTION

YACHT MANAGEMENT





## Galaxy

Offered for sale for the very first time this 56m Benetti boasts versatile and luxurious accommodation for up to 14 guests, including a spectacular split level Owner's suite.

Length overall 56m (183.7ft) • Built by Benetti, Italy in 2005 • Design by Benetti/Stefano Natucci • Accommodation for up to 14 guests

Asking Price

EUR 28,000,000

Central Agents for Sale

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# Platinum

Reduced in price, the striking 50m PLATINUM is a proven world cruiser with rich interior styling, generous and varied deck spaces, and a flexible accommodation layout for up to 14 guests.

Length overall 49.9m (164ft) • Built by Benetti, Italy in 2009 • Design by Benetti/Stefano Natucci • Accommodation for 10/14 guests

Asking Price  
**EUR 23,500,000**

Central Agents for Sale and Charter

# Mari Cha III

Conceived from the brief to design a supremely comfortable yacht that is also the fastest of her class, MARI CHA III mixes luxurious accommodation with an extremely light and solid hull.

Length overall 44.7m (147ft) • Built by Sensation Yachts, New Zealand in 1997 • Design by Philippe Briand/John Munford Design • Accommodation for 6/8 guests in 3/4 cabins

Asking Price  
**USD 12,950,000**

Central Agents for Sale

# ESS

London	tel: +44 20 7766 4300
Monaco	tel: +377 97 97 81 21
New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
Palma	tel: +34 971 495 413
Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
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[www.burgessyachts.com](http://www.burgessyachts.com) or email: [sales@burgessyachts.com](mailto:sales@burgessyachts.com)





## Blind Date

Recently reduced in price by USD 2,000,000, this pedigree Lürssen built yacht combines outstanding design and modern, elegant interiors with a shallow draft and top speeds of 22 knots.

Length overall 41m (134.5ft) • Built by Lürssen Yachts, Germany in 1995 (refits 2004/05) • Design by Lürssen/Patrick Knowles • Accommodation for 8 guests

Asking Price

USD 7,500,000

Joint Central Agents for Sale and Central Agents for Charter

Not for sale or charter to US residents whilst in US waters



## Stilvi III

New to the sales market this is an excellent example of the highly popular Benetti Classic range.

Length overall 34.9m (115ft) • Built by Benetti, Italy in 2004 • Design by Stefano Righini Design/ Zuretti • Accommodation for 11 guests in 5 cabins

Asking Price

EUR 6,500,000

Central Agents for Sale and Charter

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# Candyscape II

A striking and luxurious new addition to the sales market and a World Superyacht Awards Winner in 2010. Intelligently conceived with exceptional detailing and superlative design: this is the complete package.

Length overall 61.8m (202.8ft) • Built by Viareggio Superyachts, Italy in 2009 • Design by Espen Øelmo International/Candy & Candy • Accommodation for 12 guests

Asking Price

**PRICE ON APPLICATION**

Joint Central Agents for Sale



# ESS

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New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
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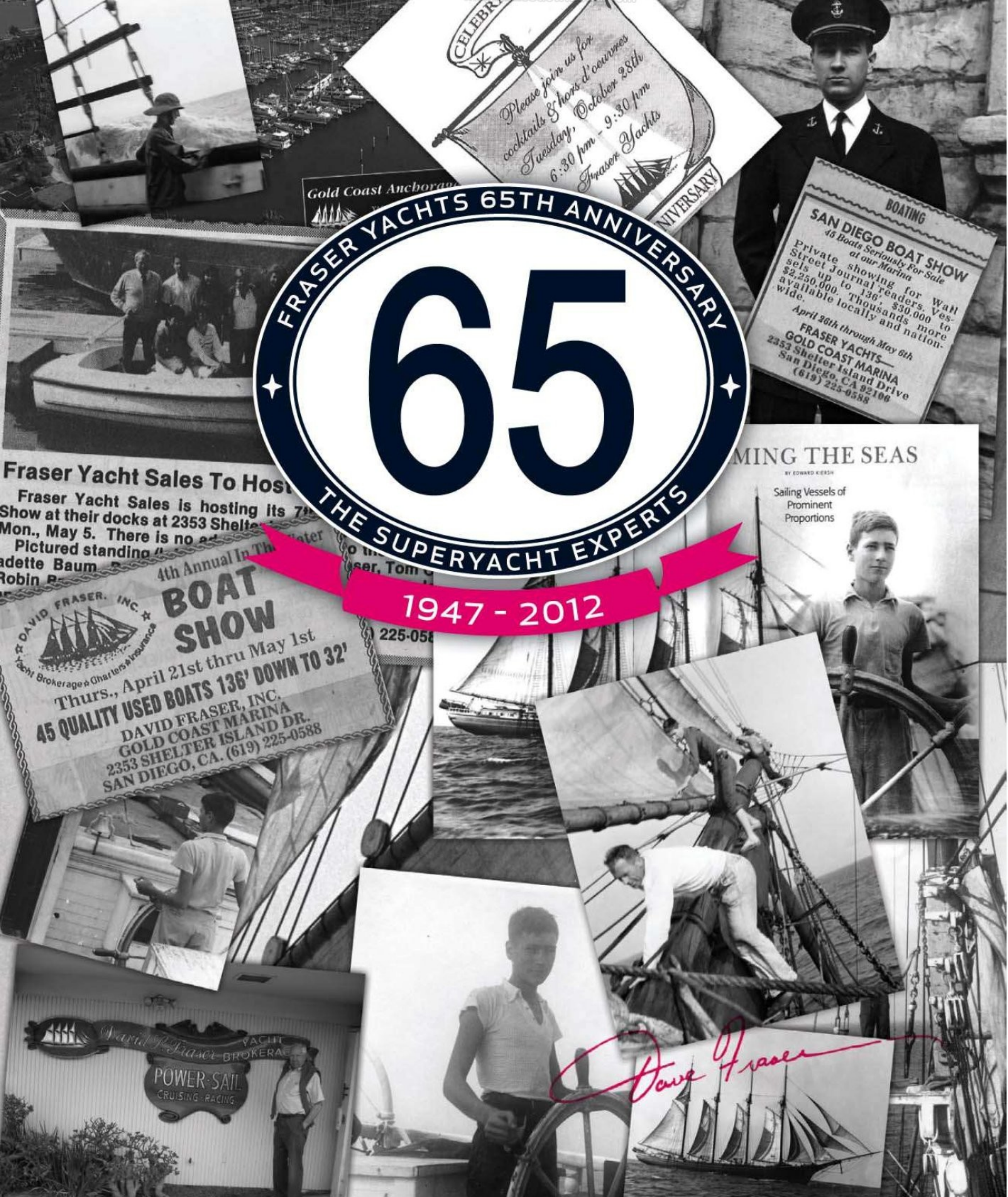


FRASER YACHTS 65TH ANNIVERSARY

# 65

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Tuesday, October 28th  
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**Fraser Yacht Sales To Host**  
Fraser Yacht Sales is hosting its 7th  
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Robin P.  
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## LORETTA ANNE IV

40m (131') | Alloy Yachts | 2009 | POA

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range. Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | jody.obrien@fraseryachts.com



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58M (193') | J&K SMIT | 1957/2009 | POA

Seawolf is the perfect choice for the adventurous buyer seeking the ultimate go-anywhere explorer yacht. She boasts a gorgeous Italian interior and is in immaculate condition. Zero speed stabilization, 12,000 n.m. at 10 knots, sea kindliness and a private Owner's deck. Seriously offered and an opportunity not to be missed!

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## TURQUOISE

55m (181') | Proteksan | 2011

Stunning new yacht built last year by the highly respected Proteksan-Turquoise shipyard. Six staterooms with owner's and VIP on deck. Long range, very quiet and beautifully finished. Excellent deck spaces with large Jacuzzi and bright refreshingly modern interior. Large tenders housed in forward garages, zero speed stabilizers, Lloyds class, MCA and LY2. Asking \$35.5m, lying Monaco.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



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## PROTEKSAN-TURQUOISE 75M

75m (246') | Proteksan | 2014

Beautiful Andrew Winch design well into construction with several layout and styling options still possible. Present design includes an owner's private deck, six staterooms on the main deck and a stunning spa area. With a GT of just under 2,000 tons her design includes a helicopter landing facility and large tender garages. At €57.5m she is the most attractively priced yacht of this size on the market today.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



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## IDOL

**58m (193') | Austal | 2007/2012 | 32,000,000 EUR**

Strength and beauty are seamlessly combined in this stunning, high volume yacht from Austal. IDOL not only boasts outstanding build quality but also features an exceptional, bright, contemporary interior. With vast deck spaces and state-of-the-art engineering, IDOL was designed to impress, built to last and is ready to cruise the world in comfort and style.

David Legrand | Monaco + 377 93 100 450 | [david.legrand@fraseryachts.com](mailto:david.legrand@fraseryachts.com)



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## EVIL ZANA

**39m (130') | Sunseeker | 2009 | 11,900,000 EUR**

Predator 130 delivered in 2010, with superb customized clear oak paneling, double balconies in saloon and balcony in the Owner's stateroom. EVIL ZANA benefits from state of the art optional equipment including B&O entertainment, stabilization at anchor, custom sound insulation, 3rd night generator.... She is realistically priced to be sold.

Antoine Larricq | Monaco + 33 678 63 61 72 | [antoine.larricq@fraseryachts.com](mailto:antoine.larricq@fraseryachts.com)



# FRASER YACHTS





**FUSION | 37m (121') | Peri Yachts | 2012 | 9,950,000 EUR**

The best built PERI ever! Brand spanking new, incredible attention to detail, huge volume (280 GT) and deck spaces, FUSION was specially designed and built for the Owner of the shipyard. Just compare her with any other yachts of the same category and

appreciate the incomparable difference, truly amazing yacht! She is ready to go for this summer use, must be sold, [agressive] offers invited, exceptional opportunity!  
David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



**VVs1 | 34m (112') | Alloy Yachts | 2007/2012 | 11,500,000 EUR**

VvS1, also known as the "Range Rover" of the sea, was built by renowned shipyard, Alloy Yachts, for an Owner who was very involved in her conception. Exceptionally engineered with great sea handling capability and state of the art equipment for

long passage in complete comfort. Beautifully finished interiors flooded with natural light, 4 staterooms and a superb salon with a stunning sea view.  
David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com

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**VULCAN 46 | 46m (151') | Vicem Yachts | 2012 | 27,000,000 USD**

Semi displacement advanced composite fast Motor Yacht, Cruising at 22+ knots. 4000 NM Range at 12 knots. Built to RINA Class and compliant Cayman Island MCA LY2. Owner's stateroom on the main deck and (10) Guest on the lower deck, full beam VIP cabin, two

twin cabins and two double cabins. Modern styling with large open spaces and wide windows. Central Agent.

Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com



**BEYOND | 30m (100') | Inace | 2009 | 4,950,000 EUR**

Without question the finest Inace ever delivered, this is a fantastic pocket explorer in turn key condition. Beyond boasts 5 cabins, transatlantic range, and an elegant modern interior at a price absolutely unmatched in her class. Steel / Alu, Rina and MCA.

Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com  
Julian Calder | London +44 791 865 0089 | julian.calder@fraseryachts.com



**FRASER YACHTS**





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**MEDUSE | 60m (199') | Feadship | 1996/2011**

One of the best known Feadships, complete with helicopter landing facility, six staterooms including two on deck, cinema, gymnasium, elevator, decompression

chamber and large tenders. 15 year Lloyds surveys just completed. MCA and LY2 compliant.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)

**FOR SALE & CHARTER**



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**DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD**

Quality construction with Dutch Pedigree. Completely refitted in 2007/08. Interior design by Paolo Rossi. Showboats Intl award for the best semi displacement yacht over 40m. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | [jose.aranajr@fraseryachts.com](mailto:jose.aranajr@fraseryachts.com)

**FOR SALE & CHARTER**



**AURORA DIGNITATIS | 27m (88') | Ferretti | 2008 | 5,800,000 USD**

Raised Pilot House Version. Commercially Charter Registered. Flybridge with Jacuzzi/Gym area. Has all the toys and amenities. Worldwide Power Converter. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | [jose.aranajr@fraseryachts.com](mailto:jose.aranajr@fraseryachts.com)

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**PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR**

PRINTEMPS is a sleek and classic Heesen/Dutch quality yacht with luxurious interior and a 5 cabin lay out (10 guests), just completed a 20 years ABS Class survey in 2009. Antoine Larricq | Monaco +377 93 100 450 | [antoine.larricq@fraseryachts.com](mailto:antoine.larricq@fraseryachts.com)



**FAR NIENTE | 26m (86') | Moonen | 2006 | 3,900,000 EUR**

Beautifully maintained 4 stateroom yacht, Lloyds/MCA compliant CAT power with modern interior. Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | [jeff.partin@fraseryachts.com](mailto:jeff.partin@fraseryachts.com)

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**AMINAH | 35m (115') | Benetti | 2000/2010 | 7,200,000 EUR**

The extremely successful BC115 with a classic interior, major refit 2010, easy to inspect Western Med, ABS Class.

Vassilis Fotilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com



**SHADOW | 31m (101') | Comar Yachts | 2011 | 7,950,000 EUR**

This race pedigree, full carbon, 4 cabins, lifting keel performance cruiser is brand new.

Julian Calder | London + 44 207 016 4480 | julian.calder@fraseryachts.com

Nabil El Jammal | London + 44 207 016 4480 | Nabil.ElJammal@fraseryachts.com



**CRISS C | 34m (111') | Christensen | 1993/2011 | 3,750,000 EUR**

Best Christensen of her generation, CRISS C has had one owner since she was launched and has sailed twice around the world. She has been kept in immaculate condition.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



**IL ODYSSEY | 32m (107') | Benetti | 1967/2005 | 1,950,000 EUR**

Just finished her class survey's and ready for the season. Top condition

Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap.minnema@fraseryachts.com



**NINEMIA | 31m (101') | Vitters | 1995 | 3,250,000 EUR**

Dutch built with naval architecture and design by Willem de Vries Lentsch. Interior by Isabelle Blanchere. Maximum speed 30 knots. VAT paid. Inspection recommended.

Richard Earp | Monaco +377 93 100 450 | richard.earp@fraseryachts.com



**KAUHALE KAI | 28m (90') | ABD Aluminum | 1996/2011 | 3,950,000 USD**

A remarkable expedition yacht. Just completed 50,000 nm odyssey. Fully equipped, continued updates & excellent condition. Huge volume, fantastic owner's suite. Fully serviced.

Neal Esterly | San Diego + 1 619 225 0588 | neal.esterly@fraseryachts.com



**DOUBLE SHOT | 36m (119') | Tecnomar | 2011 | 8,200,000 EUR**

Amazing contemporary art deco interior featuring five guest cabins. Top speed of 31 knots. Amazing outdoor spaces on both fore and aft deck make her the ultimate sport cruiser.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



**VINTAGE | 27m (90') | Ferretti Navetta | 2011/2011**

Accommodation for 10 guests in 4 cabins, all ensuite, detailed maintained, Skylounge with 360° view, elegant classic interior. Spacious salon.

Thorsten Giesbert | Palma +34 971 700 445 | thorsten.giesbert@fraseryachts.com



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**ANDIAMO | 42m (139') | Feadship | 2003/2011 | 19,500,000 EUR**

True explorer vessel built with an ice strengthened hull and all equipment expected for long distance cruising, including extensive storage and rugged but comfortable tenders. In contrast to her rugged exterior this vessel has a refined interior by Glade Johnson.

Dennis Frederiksen | Monaco + 377 93 100 450 | [dennis.frederiksen@fraseryachts.com](mailto:dennis.frederiksen@fraseryachts.com)



**MALANDRINO | 25m (84') | Benetti | 2009 | 3,750,000 EUR**

Benetti 85', perfectly maintained by the only Owner, built 2009, zero speed, registered below 24 meters.

Oscar Romano | Viareggio +39 334 688 4998 | [oscar.romano@fraseryachts.com](mailto:oscar.romano@fraseryachts.com)



**HARMAN 60 | 19m (63') | Harman Yachts | 2012 | 1,295,000 EUR**

Dijkstra designed, the HARMAN 60 is an extraordinarily high-specification modern classic. Retractable bowsprit, in-boom furling, hydraulic swim platform.

James Munn | Monaco +377 93 100 450 | [james.munn@fraseryachts.com](mailto:james.munn@fraseryachts.com)



**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA**

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master.

Scott French | Fort Lauderdale + 1 954 463 0600 | [scott.french@fraseryachts.com](mailto:scott.french@fraseryachts.com)



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**SEA BOWLD | 53m (174') | Oceanfast | 2004 | 13,950,000 USD**

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)

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**AVENTURA | 33m (109') | Danish | 2005 | 4,995,000 EUR**

Stunning raised PH sloop with 4 cabins and large owners stateroom aft, 7 feet of headroom throughout. DNV / MCA classed. Bluewater proven, ready to cruise. Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



**BELJA FLOR | 35m (115') | Feadship | 1968/2009 | 4,450,000 USD**

A distinguished looking yacht, Bristol condition. Complete refit, all machinery replaced. New C-18 Cats, new gens, zero speeds, recent exterior paint. The finest classic Feadship in the world. Neal Esterly | San Diego + 1 619 225 0588 | neal.esterly@fraseryachts.com



**RAPTURE | 30m (100') | Southern Wind Shipyard | 2007 | 5,900,000 EUR**

Farr/Nauta design. 4 Owners Cabins. Crew Aft. Carbon composite. Superb performance world cruising yacht. Located in Newport, R.I. Georges Bourgoignie | Ft. Lauderdale +1 954 463 0600 | georges.bourgoignie@fraseryachts.com



**PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR**

PRINTEMPS is a sleek and classic Heesen/Dutch quality yacht with luxurious interior and a 5 cabin lay out (10 guests), just completed a 20 years ABS Class survey in 2009. Antoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com



**LAUREL | 73m (240') | Delta Marine | 2006**

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



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*For Sale*

*Ferretti 53' (16m) built in 2008  
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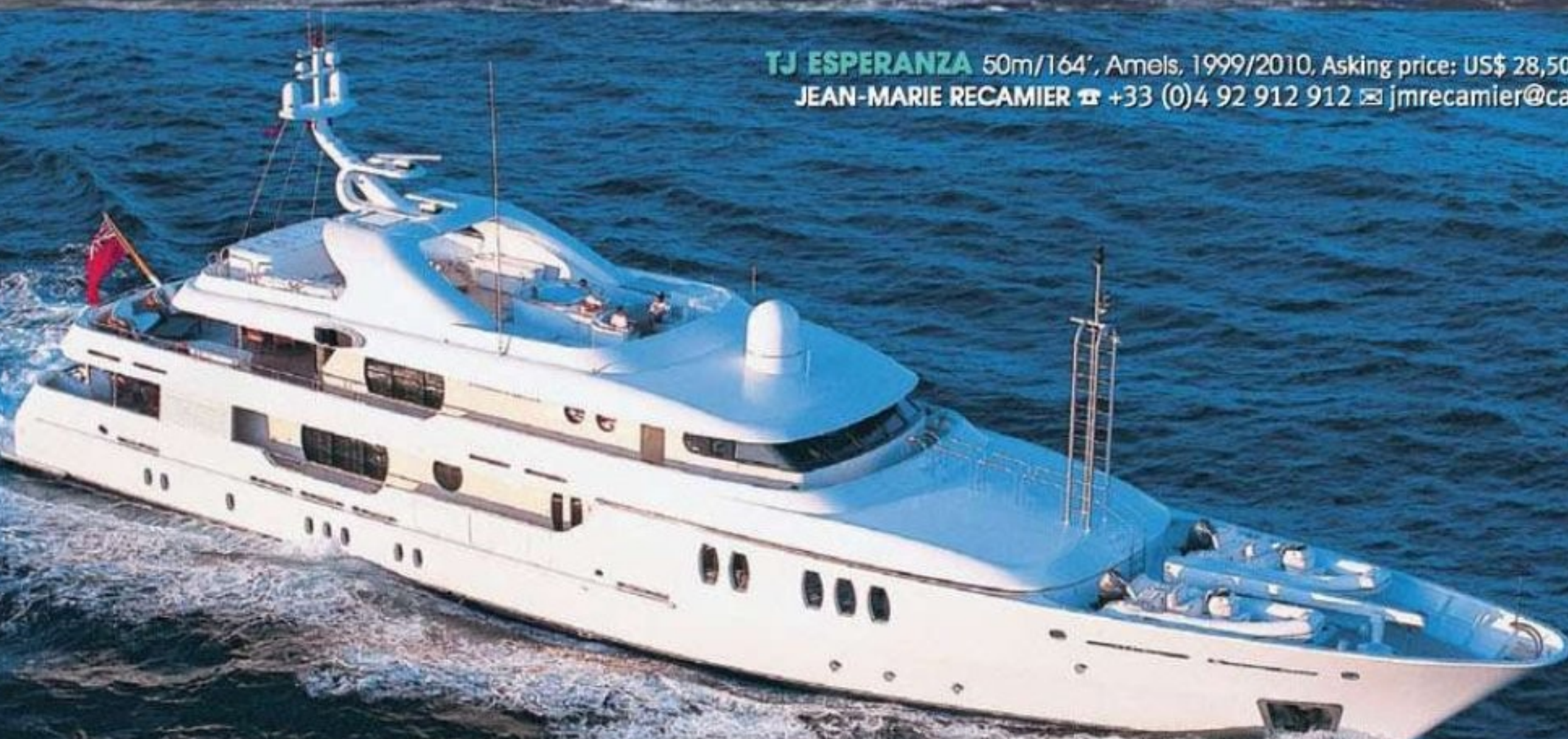
**BARAKA** 58m/190'3, Proteksan Turquoise, 2010, Asking price: US\$ 48,000,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 915 ✉ cehrardt@camperandnicholsons.com



**KISSES** 53.3m/175', Feadship, 2000, Price on Application\*  
RICK MORALES ☎ +1 954 524 4250 ✉ rmorales@camperandnicholsons.com



**TJ ESPERANZA** 50m/164', Amels, 1999/2010, Asking price: US\$ 28,500,000 - Available for Charter  
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**SMILE** 44.2m/145', Benetti Vision BV07, 2006, Asking price: €9,900,000 VAT paid  
GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ gleesbuckley@camperandnicholsons.com



**LIBRA STAR** 44.2m/145', Benetti Vision BV10, 2008, Price on Application  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ aleesbuckley@camperandnicholsons.com  
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**NEW CENTRAL AGENCY**  
**ARIELA** 39.6m/129'1, CRN, 2004, Asking price: €8,900,000  
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**THE SNAPPER** 37m/121'4, Sunseeker, 2007, Asking price: £6,700,000 - Available for Charter  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alesbuckley@camperandnicholsons.com  
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**CHOSEN ONE** 36.6m/120', Intermarine Savannah, 2002, Asking price: US\$ 7,900,000  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com



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**MISS CLAUDIA** 24.9m/81'1, Sanlorenzo, 1988, Asking price: €490,000  
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## TRADE IN ALSO AVAILABLE!

**NICK OF TIME** 24m/78'8, Malora, 2005, Asking price: €1,450,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 915 ✉ cehrardt@camperandnicholsons.com



## PRICE REDUCTION

**MARFLOW** 37.1m/121'1, Dutch Yacht Builders, 2004, Asking price: €6,750,000  
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183'/56m Benetti 2005/10 **FOUR ACES\***

*for Sale*

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175'/54m Feadship 2000 **KISSES\***

*for Sale & Charter*

CENTRAL AGENT



171'/52m Amels 2010 **BEL ABRI\***

\* Not for sale or charter to US residents while in US waters.

PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM

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# MERLE WOOD & ASSOCIATES

SPECIALISTS IN THE SALE, PURCHASE, CHARTER & CONSTRUCTION OF THE WORLD'S FINEST YACHTS

for Sale

CENTRAL AGENT



171'/52m Feadship 1995 **BATTERED BULL\***

for Sale & Charter

CENTRAL AGENT



168'/51m Oceanco 1997/12 **LAZY Z\***

for Sale & Charter

CENTRAL AGENT



161'/49m Trinity 2009 **BLIND DATE\***

for Sale & Charter

CENTRAL AGENT



151'/46m Delta 2009 **KATYA\***

for Sale & Charter

CENTRAL AGENT



134'/41m Lurssen 1995/05 **BLIND DATE\***

for Sale & Charter

CENTRAL AGENT



130'/40m Westport 2005/08 **MY COLORS\***

for Sale & Charter

CENTRAL AGENT



223'/68m Nobiskrug 2010 **SYCARA V\***

for Sale & Charter

CENTRAL AGENT



220'/67m Shadow Marine 2007 **ALLURE SHADOW**

for Sale & Charter

CENTRAL AGENT



203'/62m VSY 2010 **ROMA\***

for Sale

CENTRAL AGENT



177'/54m Mondomarine 2013 **HULL #1\***

for Sale

CENTRAL AGENT



177'/54m Baglietto 2009 **BURKUT\***

for Sale

CENTRAL AGENT



174'/53m Oceanfast 2004 **SEA BOWLD\***

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888 EAST LAS OLAS BOULEVARD • FOURTH FLOOR • FORT LAUDERDALE, FL 33301




for Sale



SISTERSHIP

167'/51m Mondomarine 2013 HULL #4\*

for Sale & Charter




167'/51m CBI Navi 2005 ALIBI\*

for Sale & Charter



163'/50m Nereids Yachts 2005 AZTECA II\*

for Sale & Charter



161'/49m Trinity 2007/10 GLAZE

for Sale



160'/49m Christensen 2009 VF-15\*

for Sale & Charter



157'/48m Christensen 2007 SCOTT FREE

for Sale & Charter



154'/47m Perini Navi 1990/06 ANDROMEDA LA DEA\*

for Sale & Charter




152'/46m Perini Navi 1991/11 ANTARA\*

for Sale & Charter



145'/44m Benetti 2009 LADY SHEILA\*

for Sale



145'/44m Cheoy Lee 1996 SUMMERWIND\*

for Sale & Charter



145'/44m Heesen 1990/09 AT LAST

for Sale




134'/41m Mondomarine 2013 HULL #8\*

for Sale



131'/40m A&R 1987 SILVER SHALIS

for Sale & Charter



124'/38m Broward 2007 HERITAGE III

for Sale




121'/37m Heesen 2005 HEESSEN 37m HULL #4\*

for Sale



121'/37m Denison 1986/02 NEWS\*

for Sale & Charter



118'/36m Intermarine 2000 SAVANNAH

for Sale & Charter



116'/35m Feadship 1970/08 UTOPIA II

for Sale



SISTERSHIP

112'/34m Leopard Express 2008 LA IGUANA\*

for Sale



112'/34m Westport 2002 BOOK ENDS

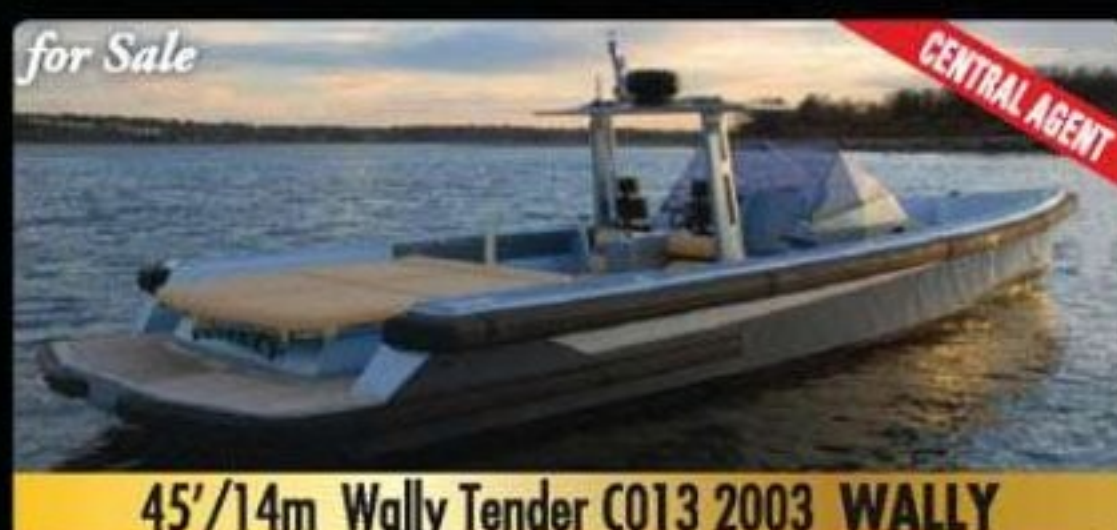
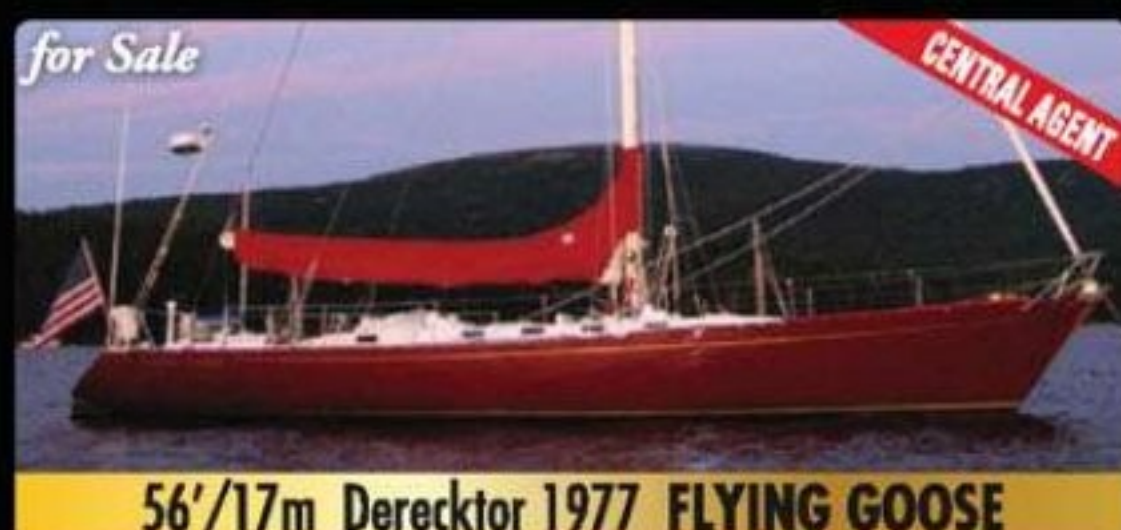
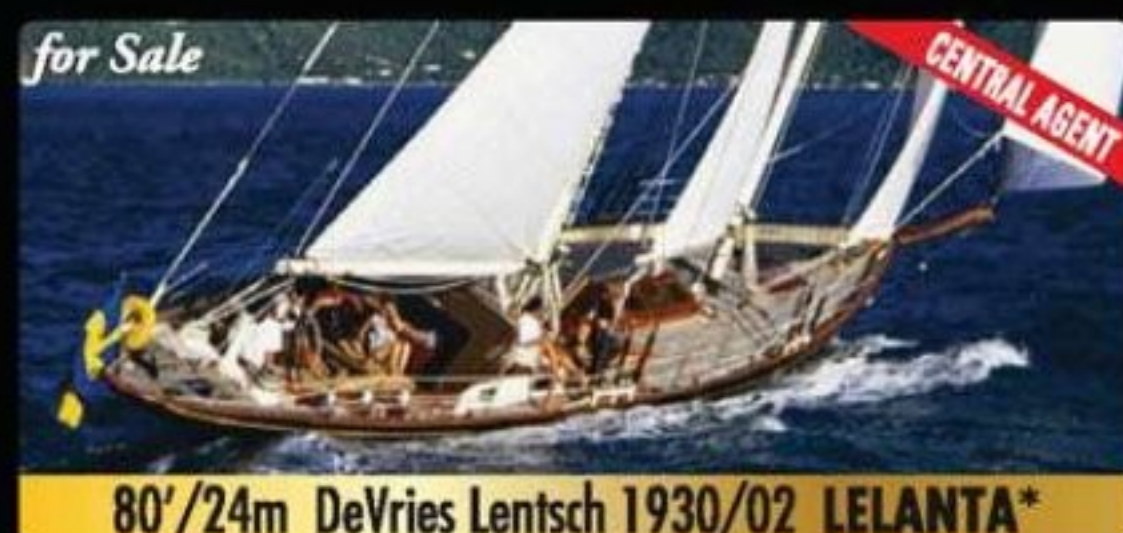
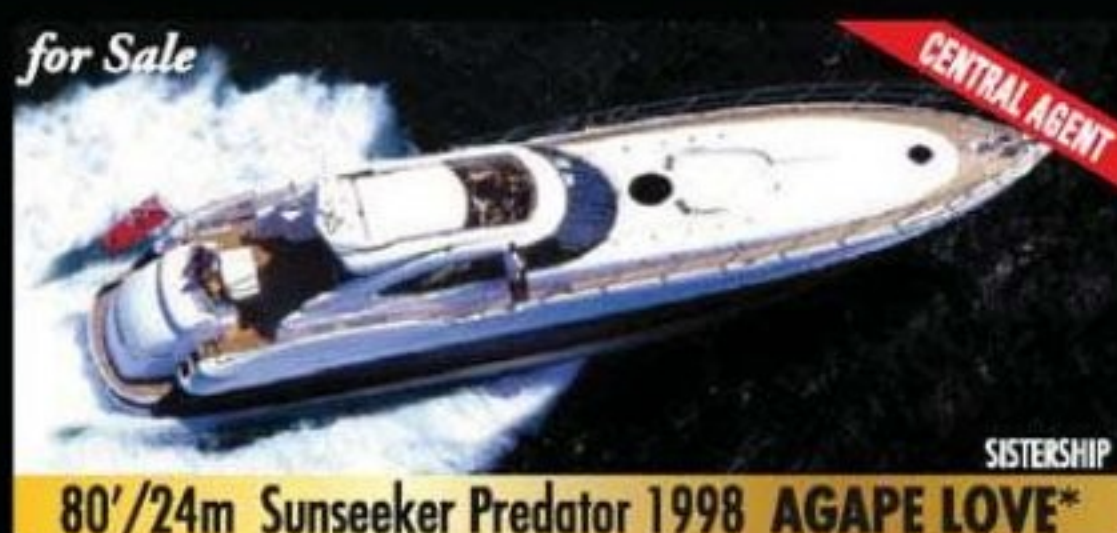
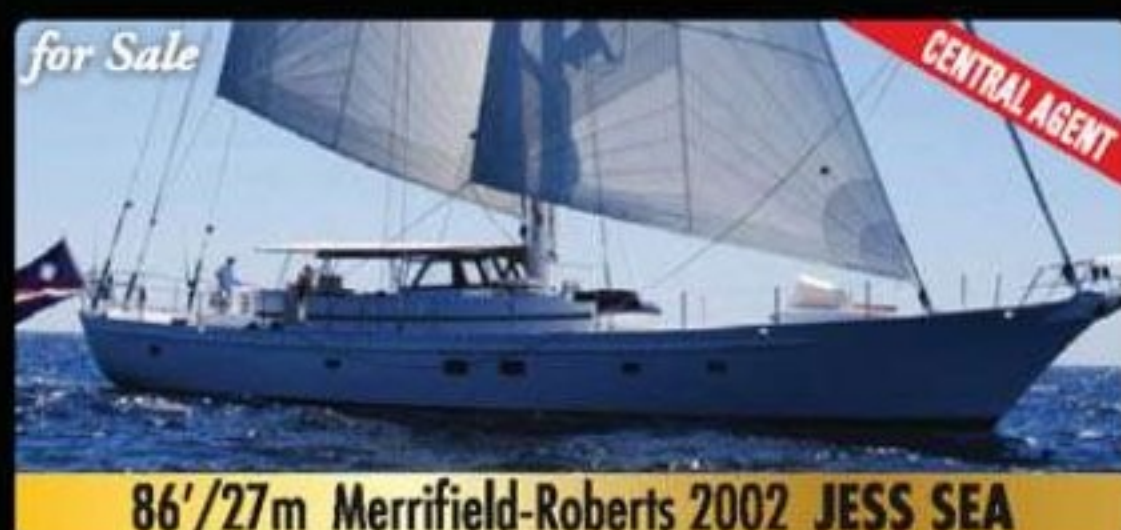
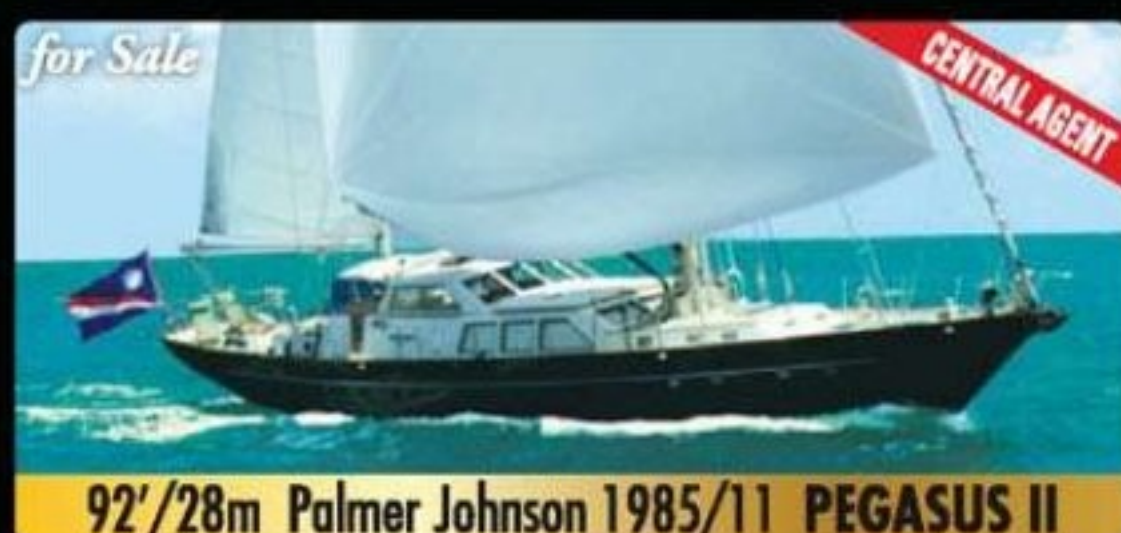
for Sale



110'/34m Palmer Johnson 1996/10 KEEWAYDIN

\* Not for sale or charter to US residents while in US waters.





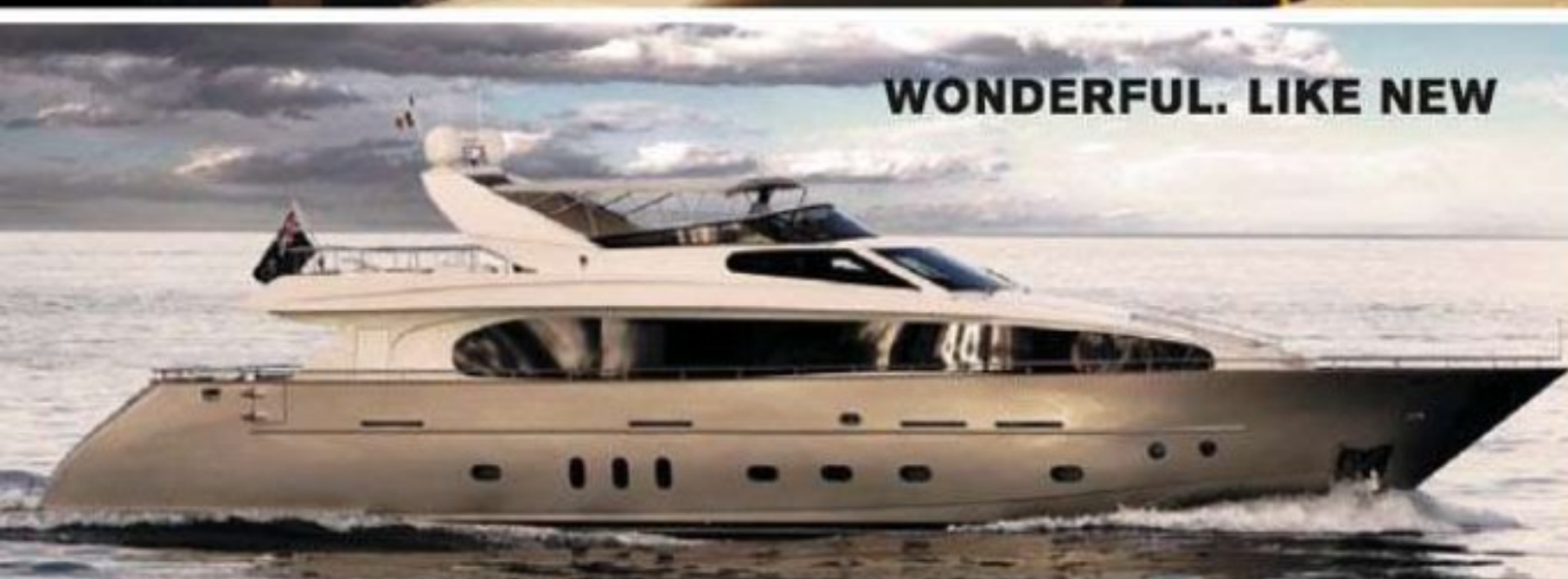
\* Not for sale or charter to US residents while in US waters.



# GOOD DEALS & PLEASURE

## 5 Italian opportunities seriously for sale

ECYB



**WONDERFUL. LIKE NEW**

**Eur 3.000.000**



**MY ARROW | CNC 95 Interiors by Hot Lab Yacht Design**

Great equilibrium in the layout, prestigious materials. Fully equipped. Extended Warranty.

28,5 X 6,5 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



**PRESTIGIOUS. LIKE NEW**

**ALEICA | AKHIR 90**

Cantieri di Pisa's high quality and style. Extended Warranty. Carlo Galeazzi's design. Registered under 24 metres.

27,5 X 6,61 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



**THE FINEST STEEL "WORLD TRAVELLER"**

**GRAND CRU III | BENETTI SAIL DIVISION 115 WT**

The best yacht in its category, P.B. Behage project. With a range of 5,000 miles. Refined and technologic.

36,1 X 7,65 : 2009 : STEEL/ALLUMINIUM : 4 CABINS + 3 CREW CABINS



**LONG RANGE YACHT WITH TRANSOM STERN**

**BENETTI SAIL DIVISION 85 SD**

A very fine displacement yacht. Fully equipped. Fuel consumption: 100l/h. 2,000 nautic miles of autonomy.

25,8 X 6,4 : 2007 : STEEL/ALLUMINIUM : 4 CABINS + 2 CREW CABINS



**A SUPER CLASSIC ROUND STERN YACHT**

**MR WHITE | BENETTI SAIL DIVISION 79 FD**

Very refined interiors with bright fittings. Excellent layout with big fly area. Long range, fuel capacity 20,000 litres.

23,95 X 6,18 : 2006 : STEEL/ALLUMINIUM : 4 CABINS + CREW

**East Coast Yacht Brokers**  
**ECYB**

ECYB S.r.l. La Spezia (Italy)  
T. +39 0187 284102 F. +39 0187 517765  
[info@ecyb.it](mailto:info@ecyb.it) [www.ecyb.it](http://www.ecyb.it)



VELMAR Yacht Broker & Agent Monaco (MC)  
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# THE NEW PALUMBO

## 40M SPORT HYBRID - AMAZING DESIGN

This 40m superyacht exceeds expectations & meets all requirements

Built by the strongest and most up-coming brand & shipyard in the superyacht industry

Aluminium Hull and superstructure – Under construction – Delivery 2013

Hull #3 is now available – Innovative general arrangement

Offers a Beach Club, Large Balconies and Large Tenders

Hybrid system on electric engines at 8 knots offering silent cruising

Trans-Atlantic range at 12 knots with a maximum speed of 22 knots

5\* quality and engineering. Please contact bluewater for further information

### Price On Application

#### Worldwide Central Agent

Jimmy Broddesson | +33 6 69 94 61 04

[jimmy@bluewateryachting.com](mailto:jimmy@bluewateryachting.com)



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## THE BEST 50M AVAILABLE ON THE MARKET

New Acico 50m, delivery in June 2012. Available for sale & charter. Aluminium hull & superstructure. 499GT. Top Dutch in-house construction & engineering built to perfect quality. Interior built & installed by Austrian List. Modern interior design with a classic but excellent looking exterior. Stocked with the best toy garage on the market including; 1 x Mini Cooper S Convertible, 2 x Ducati Diavel, 2 x Large Tenders, 2 x Seabobs, 2 x Jet-Skis, 2 x Diving equipment & all other extra toys desirable.

### Nassima | Acico yachts

50m | 2012 | Holland  
Price from: €29,500,000

### Worldwide Central Agent for Sale & Charter

Jimmy Broddesson | +33 6 69 94 61 04  
jimmy@bluewateryachting.com

## NEW TAMSEN 42M ON THE WAY

All the great elements of Namaste & taTi but with more new & evolved features. Perfect layout & design.

Detailed interior design by Julia Tamsen – Multiple award winner.

### Hull #4 | Tamsen Yachts

41m | 2013 | Shipyard  
Price from: €14,900,000

### Worldwide Central Agent

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jimmy@bluewateryachting.com



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ANTIBES LONDON PALMA FORT LAUDERDALE ZUG MOSCOW





**New Mondomarine 56M Explorer - Delivery 2014**

Amazing space and design, Trans-Ocean and helicopter.  
Owners full private deck.

Price from: €29,500,000

**Worldwide Central Agent**

Jimmy Broddesson | +33 6 69 94 61 04  
jimmy@bluewateryachting.com



**New Mondomarine 45M Explorer - Delivery Spring 2014**

Under construction, Hull#2 available. Steel hull & Alloy superstructure.  
Travel the world in comfort and style with a yacht that has it all.

Price from: €21,500,000

**Worldwide Central Agent**

Jimmy Broddesson | +33 6 69 94 61 04  
jimmy@bluewateryachting.com



**Mondomarine 41M - Under Construction - Delivery 2013**

Aluminium hull & superstructure is complete. Use your own favourite interior  
designer and create your personal superyacht. Deal to be made.

Price from: €16,500,000

**Worldwide Central Agent**

Jimmy Broddesson | +33 6 69 94 61 04  
jimmy@bluewateryachting.com



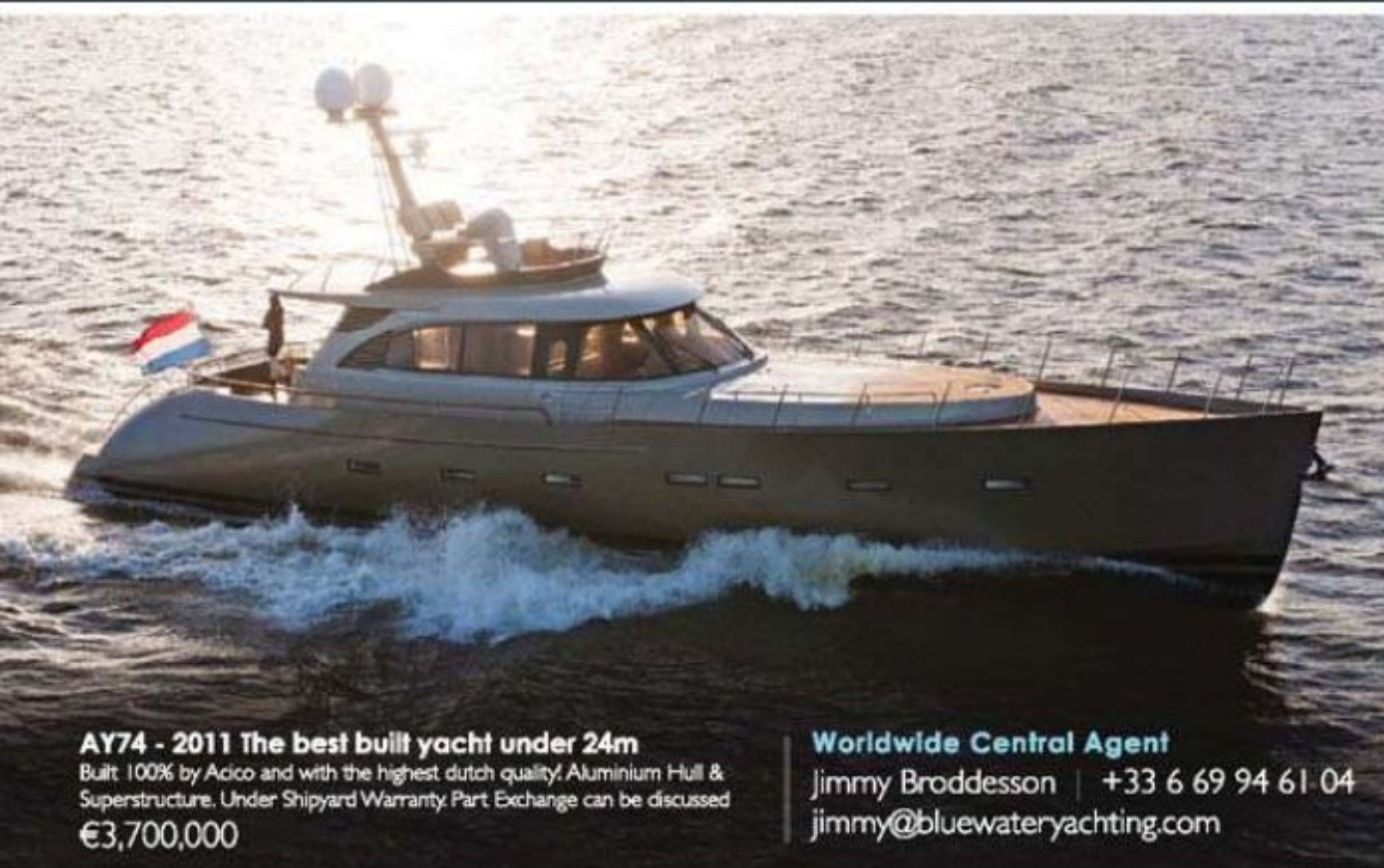
**Soño - Best Princess 95 on the market**

Interior designed by a renowned and reputable industry designer. Zero speed  
stabilisers. Part exchange possible. Ready to be sold and in perfect condition.

€3,600,000

**Worldwide Central Agent**

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jimmy@bluewateryachting.com

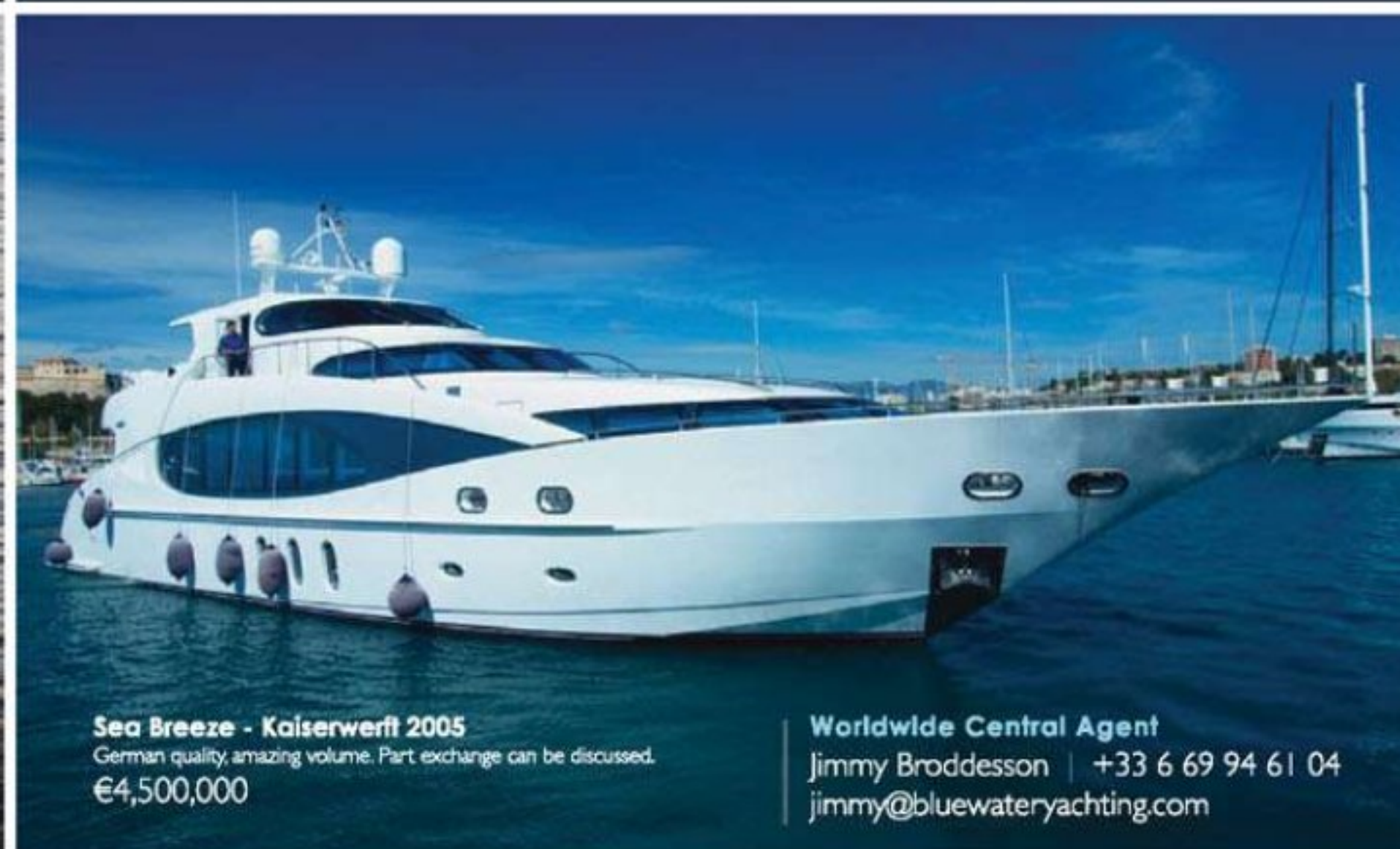


**AY74 - 2011 The best built yacht under 24m**

Built 100% by Adico and with the highest dutch quality. Aluminium Hull &  
Superstructure. Under Shipyard Warranty. Part Exchange can be discussed  
€3,700,000

**Worldwide Central Agent**

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jimmy@bluewateryachting.com



**Sea Breeze - Kaiserwerft 2005**

German quality, amazing volume. Part exchange can be discussed.

€4,500,000

**Worldwide Central Agent**

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jimmy@bluewateryachting.com

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ONE COMPANY...ONE COMPLETE SERVICE





Akula | Amels  
59m | 1974 | Mediterranean  
US\$14,750,000

\*not for sale to US residents while in US waters

Central Agent

Simon Ting | +33 6 18 06 03 42 | simon@bluewateryachting.com



Mystic | CMB Yachts  
46m | 2010 | Turkey  
€14,995,000

Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



CXL Ultraluxum | Tamsen Maritim  
48m | 24 Months | Shipyard  
€33,500,000

Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Les | Mangusta  
33m | 2007 | France  
€6,500,000

Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Equilibrium | Mangusta  
30m | 1996 | France  
€2,100,000

Central Agent

Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Adam | Azimut  
20m | 2008 | France  
€1,250,000

Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Woody | Leopard Cantieri Arno  
27m | 2006 | Italy  
€2,300,000

Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Callaloo | Mangusta  
25m | 2003 | France  
€975,000

Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Tuttinai | Pershing  
27m | 2001 | Italy  
€1,490,000 (VAT Paid)

Central Agent

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## S/Y RUNNING ON WAVES

**Shipyard** Segel Masten Yachten

**Launched** 2011

**Full SOLAS**

**LOA** 64m

**Cruising Speed** 8.5 knots

**Engines** Volvo Penta 1x650 HP

**Tenders** Arimar 6.7m, 115 HP

Viking 4.75m, 40 HP

**Guests** 45 maximum

**Crew** 19

**Cabins** 18 (1 mini suite, 8 double, 1 twin, 8 twins with pullman bed)

**Asking price** Euro 32.000.000

**Charter prices** €140.000/week (15/4-14/10)

€119.000/week (12/3-14/4 & 15/10-11/11)

€105.000/week (12/11-29/12)

€ 84.000/week (rest of year)

17, Gr. Lampraki,  
 185 33 Pireaus, Greece  
 T: +30210 41 13 194,  
 F: +30210 41 18 818,  
 email: [info@adyachting.com](mailto:info@adyachting.com),  
 url: [www.adyachting.com](http://www.adyachting.com)  
[www.greekyachts.gr](http://www.greekyachts.gr)





# GALAXIA

Perini Navi, 1997  
52.3m (171.7 ft)

CONTACT Matt Albert: +33 6 24 04 76 86 matt.albert@ypigroup.com

## NEW CENTRAL AGENCY



# TU MOANA

Austal / Oceanfast, 2003  
69m (226.4 ft)

CONTACT Bertrand Vogèle: +33 6 07 91 08 27 bertrand.vogele@ypigroup.com





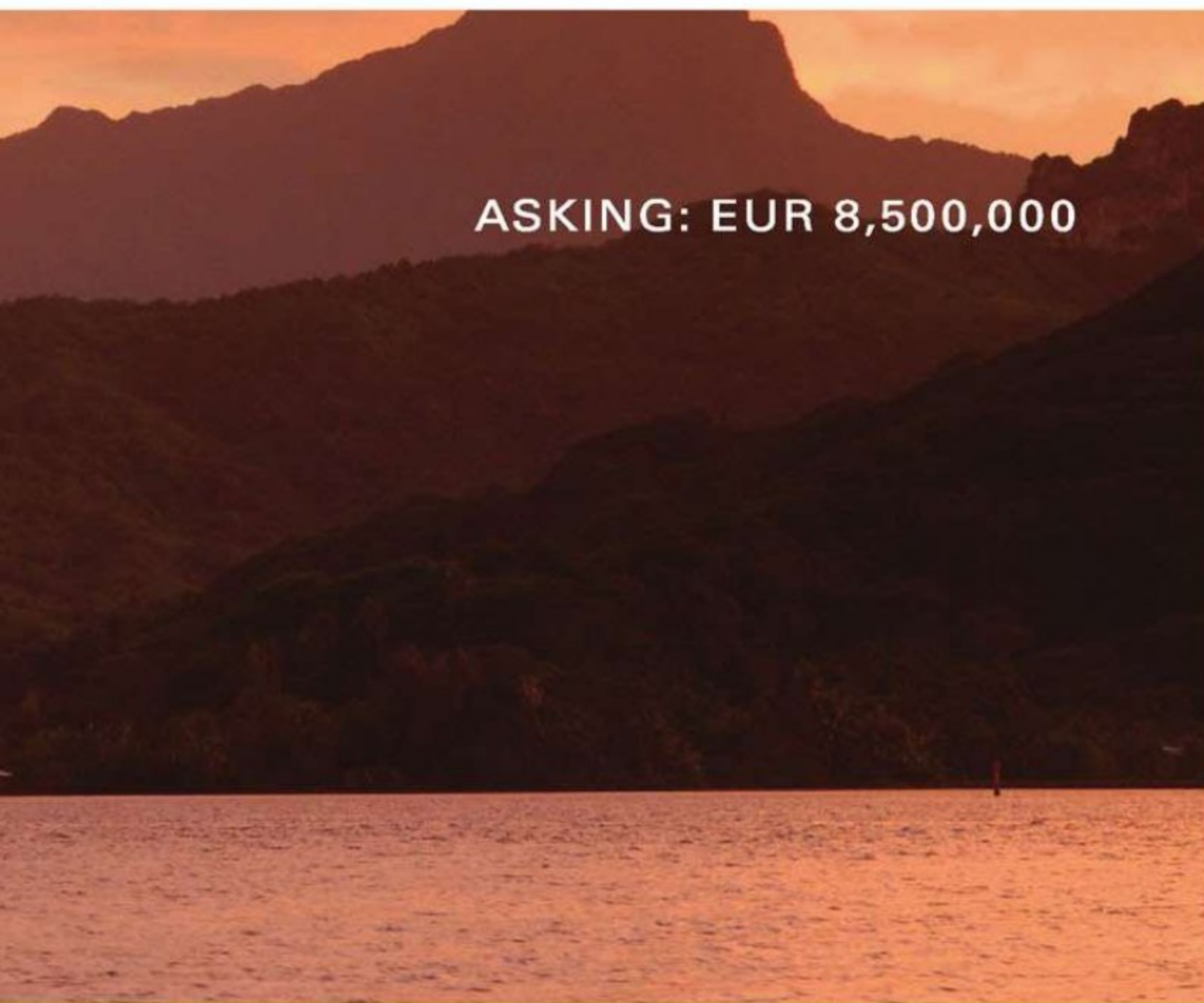
FOR SALE & CHARTER

ASKING: US\$ 22,000.00

FROM: EUR 140,000 p/w



Luxurious, flexible accommodation  
Jacuzzi on flybridge, lounge area on foredeck  
Best maintained Perini on the market



ASKING: EUR 8,500,000

Priced to sell  
Excellent refit potential  
Unique opportunity for a 69m yacht

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France +33 493 340 100

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**YACHTING  
PARTNERS  
INTERNATIONAL**



A part of the **BRS** Group





ASKING: EUR 6,900,000

## MIRAGE

BAIA, 2010  
31m (100 ft)

Motivated seller  
Great charter potential  
Only 100' BAIA on market

CONTACT Mike Rich: +33 6 26 49 32 16 [mike.rich@ypigroup.com](mailto:mike.rich@ypigroup.com)



ASKING: EUR 13,200,000

## AL MOHAMMADY

Custom Line - Ferretti, 2011  
37.8m (124 ft)

Brand new  
Private terraces overlooking sea  
Panoramic Salon & separated Sky Lounge

CONTACT Gregory Gheraia: +33 6 99 93 90 99 [gregory.gheraia@ypigroup.com](mailto:gregory.gheraia@ypigroup.com)



ASKING: US\$ 9,500,000 VAT PAID



X

Feadship, 1987 (refit 2009)  
47.24m (155 ft)

Pedigree build quality  
Maintained to full Lloyd's class  
14 guests in 7 cabins  
Tasteful Terence Disdale interior design

CONTACT Matt Albert: +33 6 24 04 76 86 matt.albert@ypigroup.com

ASKING: EUR 6,300,000 VAT UNPAID



LADY MARIA

Custom Line - Ferretti, 2007  
34.14m (112 ft)

Great speed & excellent quality  
Zero speed stabilisers  
STUDIO ZUCCON design

CONTACT Gregory Gheraia: +33 6 99 93 90 99 gregory.gheraia@ypigroup.com



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# AMAPOLLA

New Central Agency



Rodriquez 38 (38.25m) | 2007 | Price : 7,950,000 Euro | 10 guests in 5 cabins | Lying in Greece | Central Agents

# RINI



Posillipo 120' (37.60m) | 2008 | Price : 7,500,000 Euro | 10 /12 guests in 5 cabins | Lying in Greece

[www.cape4yachting.com](http://www.cape4yachting.com)

[sales@cape4yachting.com](mailto:sales@cape4yachting.com) | Telephone: +41 43 5081042

SWITZERLAND | GREECE | CROATIA | TURKEY

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# OURANOS TOO

New Joint Central Agency



Codecasa (41.30m) | 1994 | Price : 6,500,000 Euro | 12 guests in 6 cabins | Lying in Greece | Joint Central Agents

# NINEMIA



Vitters 31 (31.00m) | 1995 | Price : 3,250,000 Euro | 8 guests in 4 cabins | Lying in Italy | Joint Central Agents

CAPE 4

Y A C H T I N G

Find more issues at



# OURANOS



Falcon 100' (30.70m) | 2002 | Price : 1,600,000 Euro | 12 guests in 5 cabins | Lying in Greece

# MINE TOO



Riva 72' (21.85m) | 2002 | Price : 1,200,000 Euro | 6 guests in 3 cabins | Lying in Turkey

# BEST



Posillipo 75' (23.80m) | 2009 | Price : 2,500,000 Euro | 9 guests in 4 cabins | Lying in Greece

# YASEMI



Posillipo 80' (25.50m) | 2007 | Price : 2,300,000 Euro | 10 guests in 4 cabins | Lying in Greece

# RAGAZZA



CRN 115' (35.05m) | 1979 | Price : 1,350,000 Euro | 10 guests in 5 cabins | Lying in Greece

# ANGELCHARM



Riva Opera 24 (23.95m) | 2000 | Price : 1,650,000 Euro | 8 guests in 4 cabins | Lying in Turkey

[www.cape4yachting.com](http://www.cape4yachting.com)

[sales@cape4yachting.com](mailto:sales@cape4yachting.com) | Telephone: +41 43 5081042

SWITZERLAND | GREECE | CROATIA | TURKEY





Maïora 31DP (32.67m) | 2010 | Price : 6,500,000 Euro | 10 / 12 guests in 5 cabins | Lying in Greece | Central Agents



KALE (ex DOUBLE SHOT)

Joint Central Agency

Tecnomar 27 (27.00m) | 2007 | Price : 2,100,000 Euro | 6 guests in 3 cabins | Lying in Italy



CACOS IV

Posillipo 85' (27.12m) | 2009 | Price : 2,750,000 Euro | 8 guests in 4 cabins | Lying in Greece

CAPE 4

Y A C H T I N G



# Yeratel

**130**  
**WESTPORT**  
**FOR SALE**



www.o2gam.com Photos S. Gamelin



Builder : WESTPORT  
Build / Refit : 2003 / 2010-2011  
LOA : 39,01 / 130"  
Beam : 7,77  
Draft : 2,00  
Hull material : Fiberglass  
Engines : 2 x 2735 HP - MTU/DDC 12V 4000  
Yacht equiped for use 220/110 volts

Maximum speed 28 Knt  
Cruising speed 24 Knt  
Cruising Range (with 10% reserve)  
12 Knt 3450 NM  
15 Knt 2150 NM  
18 Knt 1450 NM

Cabins Guest : 5 - Cabin Crew : 4

Tender & Toys  
2 x Jetski Bombardier Sea Doo GTX 4-TEC  
1 x Novurania semi-rigid Tender, 17 530 - 2003  
1 x 115 HP Yamaha 4 stroke Outboard Motor  
1 x Mini Propeller Sea Doo's  
HOT TUB 2 x 11 KW heater refitted

**\$ 11.900.000 ex vat**

Offers and part exange considered

LOCATION : South of France  
Rental mooring available

Contact : Bart van den Heuvel - +33 (0)6 14 34 81 25 - bart@homeport.fr

**www.wesport-yeratel.com**



Fort Lauderdale  
San Diego  
Palma  
Newport  
Boston  
Hong Kong  
Singapore

NORTHROP  
& JOHNSON

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



Photo by: Nicolas Claris

**ONLY NOW** 104' (31.7m) :: CNB France / German Frers :: 2002 / 2010 :: €3,650,000 incl VAT  
Joost Goverts :: Palma :: +34 971 707 900 :: [joost.goverts@northropandjohnson.com](mailto:joost.goverts@northropandjohnson.com)



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Newport  
Boston  
Hong Kong  
Singapore

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



**JL SEAGULL** 145' (44m) :: Benetti :: 2002/2011 :: €12,495,000  
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: [wes.sanford@northropandjohnson.com](mailto:wes.sanford@northropandjohnson.com)



**CHAPERONE 300** 298' (91m) :: Overing Design :: New Build :: POA  
John Weller :: Fort Lauderdale :: +1 561 379 5431 :: [john.weller@northropandjohnson.com](mailto:john.weller@northropandjohnson.com)



**FELICITA WEST** 210' (64m) :: Perini Navi :: 2003/2011 :: €25,000,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



**DESTINATION FOX HARB'R TOO** 161' (49m) :: Trinity :: 2008 :: \$23,000,000  
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: [ann.avery@northropandjohnson.com](mailto:ann.avery@northropandjohnson.com)



**NEWVIDA** 160' (48.78m) :: Delta Marine :: 2001/2009 :: \$17,900,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



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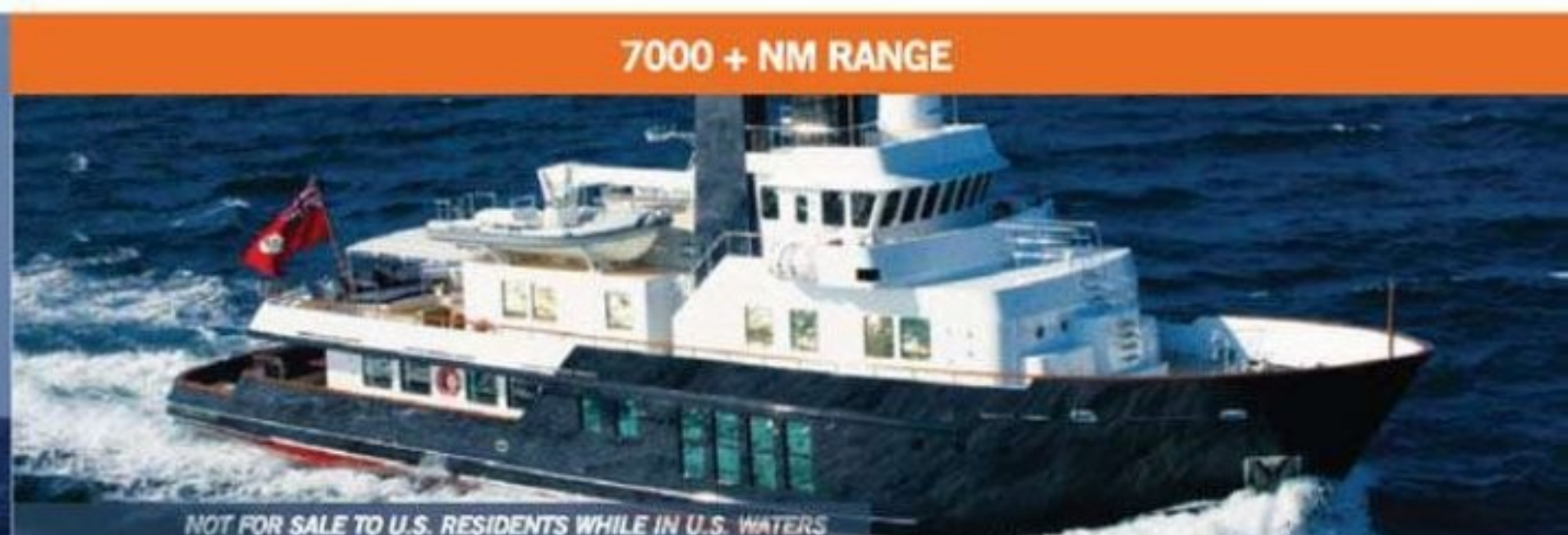
**KINGFISHER** 142' (43m) :: Feadship :: 1987/2008 :: \$9,750,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



**NEVER ENOUGH** 140' (42.68m) :: Feadship :: 1992/2010 :: \$15,500,000  
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



**GALILEO** 123' (37.5m) :: Palmer Johnson :: 1989 :: \$6,450,000  
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: michael.nethersole@northropandjohnson.com



7000 + NM RANGE

**PRIVATE LIVES** 120' (36.59m) :: RMK Shipyards :: 2003 :: \$8,875,000  
Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 :: chuck.macmahon@northropandjohnson.com



**CARL LINNÉ** 106' (32.32m) :: Holland Jachtbouw :: 2003/2011 :: \$5,700,000  
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: michael.nethersole@northropandjohnson.com



**SIRIUS OF MAN** 100' (30.49m) :: Sunseeker :: 2002 :: \$2,700,000  
John Weller :: Fort Lauderdale :: +1 561 379 5431 :: john.weller@northropandjohnson.com



**AQUARIUS W** 100' (30.49m) :: Ge-Ta Tasarim :: 1991 :: €1,950,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



**AZZURRA** 96' (29.27m) :: Jongert/Peterson :: 1998/2008 :: €3,250,000  
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



Fort Lauderdale  
San Diego  
Palma  
Newport  
Boston  
Hong Kong  
Singapore

**NORTHROP  
& JOHNSON**

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



**28** 90' (28m) :: Bandido by Jade Yachts :: 2009 :: €5,420,000 incl VAT  
Joost Goverts :: Palma :: +34 971 707 900 :: [Joost.goverts@northropandjohnson.com](mailto:Joost.goverts@northropandjohnson.com)



**ALDONZA** 104' (31.7m) :: De Vries Lentsch by Ast. Mallorca :: 1995 / 2010 :: €5,000,000 incl VAT  
Joost Goverts :: Palma :: +34 971 707 900 :: [Joost.goverts@northropandjohnson.com](mailto:Joost.goverts@northropandjohnson.com)



**RIPPLE** 100' (31m) :: Brooke Yachts / Ron Holland :: 1990 / 2008 :: Offers Invited  
Simon J Turner :: Palma :: +34 971 707 900 :: [Simon.J.Turner@NorthropandJohnson.com](mailto:Simon.J.Turner@NorthropandJohnson.com)

**LOCATED IN PALMA DE MALLORCA**



**ORION** 90' (27.4m) :: Catana Catamaran :: 2008 / 2012 :: \$4,900,000  
Joost Goverts :: Palma :: +34 971 707 900 :: [Joost.goverts@northropandjohnson.com](mailto:Joost.goverts@northropandjohnson.com)



**AGLAIA** 77' (23.3m) :: HYS Yard / R Humphreys design :: 2002 / 2010 :: €1,250,000  
Joost Goverts :: Palma :: +34 971 707 900 :: [Joost.goverts@northropandjohnson.com](mailto:Joost.goverts@northropandjohnson.com)





ALSO FOR CHARTER

## BLUE SCORPION 53.00m (173.11 ft)

Baglietto | 2006 | Viareggio | EUR 21,500,000 VAT Paid | Mediterranean | EUR 220,000 / 190,000 per week



## STELLA 34.50m (113.2 ft)

Sunseeker Predator | 2011 | Genoa | GBP 9,950,000 |

MONACO: 9 avenue d'Ostende, MC 98000 Monaco - T +377 9770 5200

USA: 1535 SE 17th St., Suite 103, Ft. Lauderdale, FL 33316 - T +1 954 767 1035

[www.yacht-zoo.com](http://www.yacht-zoo.com) - [info@yacht-zoo.com](mailto:info@yacht-zoo.com)





**JANA** 46.30m (151.11 ft)  
Feadship | 1986 | Abu Dhabi | USD 9,950,000



**BELLA BRI** 46.00m (151.0 ft)  
Northern Marine | 2008 | Palm Beach FL | USD 21,500,000



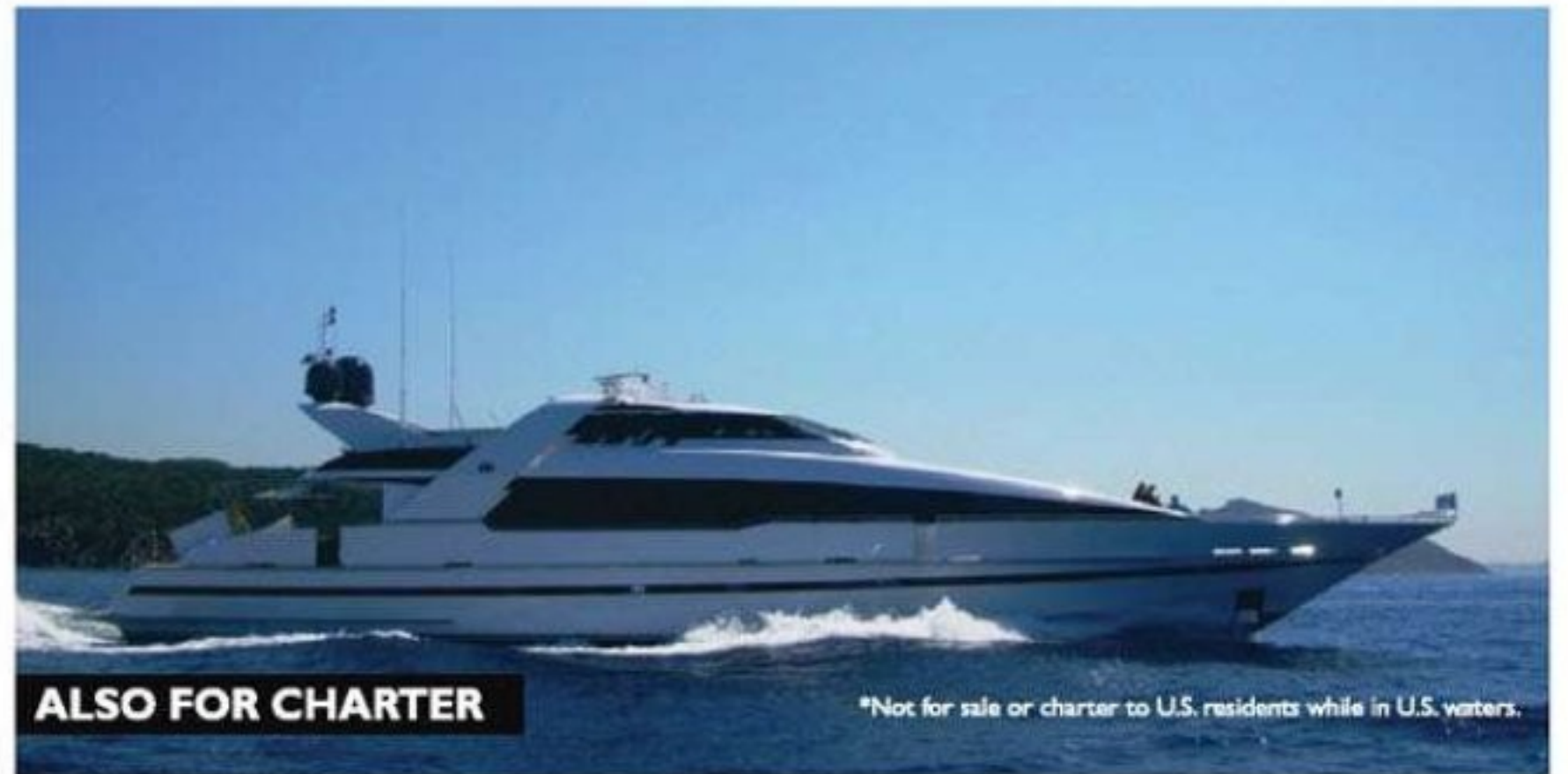
**ARIETE PRIMO** 44.20m (144.8 ft) Richard Dunston Ltd |  
1967/2006 | EUR 19,000,000 | Genoa | EUR 120,000 / 110,000 per week



**SOPHIE BLUE** 41.00m (134.6 ft)  
CBI Navi | 1998 | South of France | EUR 6,900,000



**MUSTANG SALLY** 39.60 m (130.0 ft)  
Westport | 2009 / 2010 | Ft Lauderdale FL | USD 17,600,000



**IMPULSIVE** 38.40m (126.0 ft)  
Norship | 1993 / 2010 | Mediterranean | USD 6,750,000



**AWESOME** 39.60m (130.0 ft)  
Mangusta | 2005 | Monaco | EUR 12,800,000



**NORTHCOAST 125** 38.30m (125.6 ft)  
Northcoast Yachts | 2010 / 2011 | Ft Lauderdale, FL | USD 15,499,000

**SALES & PURCHASE  
CHARTER  
NEW CONSTRUCTION**





**FOREVER MY AGATA** 32.90m (108.0 ft)  
Mangusta | 2002 | Loano, Italy | EUR 7,500,000



**ANTIBES** 32.00m (105.0 ft)  
Ustaoglu | 2010 | Kusadasi, Turkey | EUR 4,450,000



**MELIMAR** 30.50m (100.0 ft)  
Azimut | 1999 | Ft Lauderdale, FL | USD 2,250,000

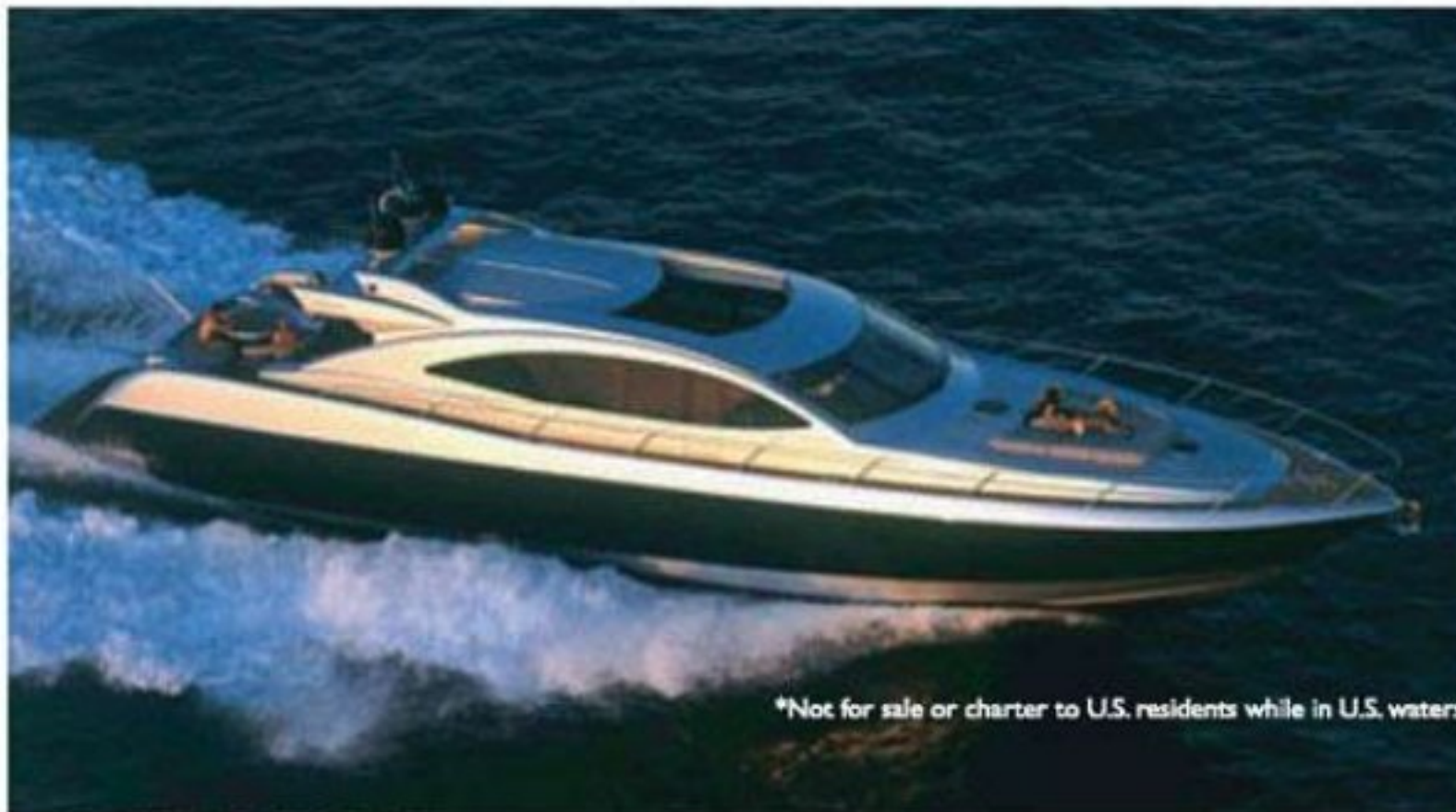


**MASTIFF** 28.68m (94.2 ft) Appledore | 1967 / 2010 |  
Genoa | EUR 3,200,000 | Mediterranean | EUR 35,000 per week

## NEW LISTING FOR SALE



**HOPE** 27.40m (90.0 ft)  
Palmer Johnson | 1992 | Delray Beach | USD 3,895,000



**ZAKOUSKA** 26.50m (87.0 ft)  
Warren Yachts | 2006 | West Palm Beach, FL | USD 3,900,000



**EL NASSOL** 24.00m (78.9 ft)  
Arno | 2005 | Bahrain | EUR 2,000,000



**MARLOW 78-E** 23.80m (78.0 ft)  
Marlow | 2011 | Ft. Lauderdale, FL | USD 4,295,000





**CARPE DIEM** 191' (58M) Trinity 2011. 6 Staterooms  
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



**LADY LINDA** 187' (57M) Trinity 2012. 6 Staterooms  
C.A. Frank Grzeszczak 954.494.7096 or C.A. John F. Dane 228.223.7144



**MIA ELISE** 164' (50M) Trinity 2010. 6 Staterooms  
C.A. Mark Elliott 305.794.1167 or C.A. Chany Sabates III 954.604.2253



**WHEELS** 164' (50M) Trinity 2009. 6 Staterooms  
C.A. Chany Sabates III 954.604.2253 or C.A. Mark Elliott 305.794.1167



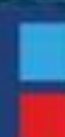
**ZOOM ZOOM ZOOM** 161' (49M) Trinity 2005. 5 Staterooms  
C.A. Mark Elliott 305.794.1167



**ONE MORE TOY** 155' (47M) Christensen 2001. 6 Staterooms  
C.A. Mark Elliott 305.794.1167



**TUSCAN SUN** 147' (45M) Izar 2006. 6 Staterooms  
J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



**PENNY MAE** 138' (42M) Richmond 2004/2009. 6 Staterooms  
C.A. Mark Elliott 305.794.1167



**BLIND DATE TOO** 115' (35M) Benetti 2003/2011. 5 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959



**GALILEE** 106' (32M) Westship/Westport 1995. 5 Staterooms  
C.A. Ron Morgenstein 954.309.9740 or C.A. Frank Grzeszczak 954.494.7096





**STARGAZER** 180' (55M) Ziegler 1964/2006. 7 Staterooms  
C.A. Mark Elliott 305.794.1167



**STREAMLINE** 161' (49M) Mondo Marine 2009. 5 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959



**CARPE DIEM II** 150' (46M) Trinity 2002/2011. 5 Staterooms  
C.A. Frank Grzeszczak 954.494.7096



**ANNA J** 120' (37M) Palmer Johnson 2000/2011. 4 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959



**NEW LIFE** 92' (28M) Lazzara 2009. 4 Staterooms  
C.A. John Ciullo 954.224.5307



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CONSTRUCTION

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- Price Reduction
- Also for Charter
- Not for Sale or Charter to U.S. residents while in U.S. waters

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YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENT

KEVIN BONNIE +33.616.39.1959

KBONNIE@IYC.COM



AVAILABLE FOR SALE

## STREAMLINE

161' (49.1M) MONDO MARINE 2009

BEAM: 30'6" (9.3M) | DRAFT: 8'6" (2.6M) | FUEL: 85000 L (22457 G)

POWER: 2X MTU 12V4000M71 2480 HP | CRUISING SPEED: 14 KNOTS

MAX SPEED: 16 KNOTS | SLEEPS 10 GUESTS IN 5 STATEROOMS

FINANCING AVAILABLE | ZERO SPEEDS | CONVERTIBLE LAYOUT – 4 TO 6

STATEROOMS | OPENING BALCONIES | ELEVATOR | LAP POOL | GARAGE

YACHT

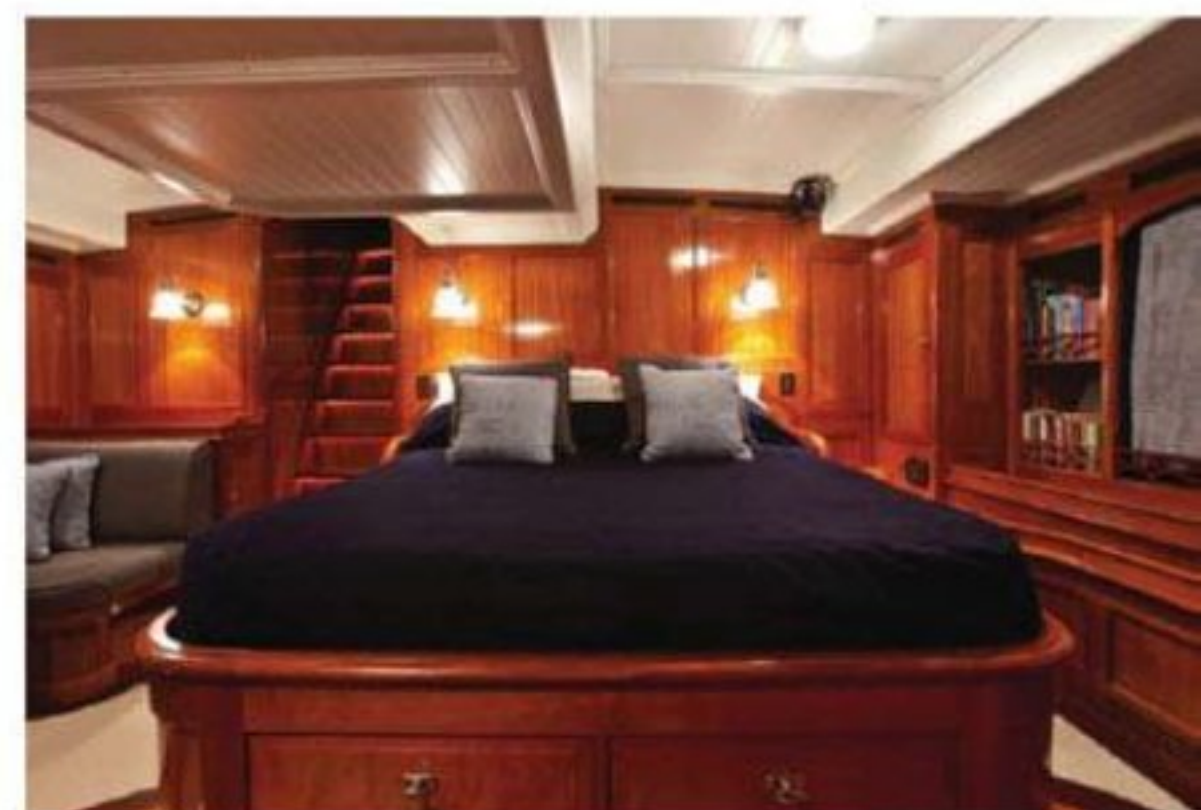
SALES  
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## Carl Linné

New to the market is this stunning 106' (32m) yacht. Built in 2003 by Dutch builders Holland Jachtbouw, as tribute to the famous Bristol Pilot Cutters, Carl Linné has proven a wonderful and safe cruising yacht.

Recently refitted, and constantly upgraded, she is now offered for sale in immaculate condition, fully MCA compliant and available for charter. She is also US Duty Paid.

Full specifications and photographs are available upon request. Lying USA.  
For further information please contact joint central agents:

**Toby Walker** UK

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+44 7788 925337

TobyWalker@DuboisYachts.com

**Michael Nethersole**

Fort Lauderdale

+1 954 5223344

Michael.Nethersole@northropandjohnson.com

**NORTHROP  
& JOHNSON**

**Length** 32m (106ft)

**Launched** 2003 refit 2011

**Builder** Holland Jachtbouw

**Designer** Dijkstra and Partners

**Interior Design** Dijkstra and Partners

**Price** \$5.7M

Naval Architecture • Yacht Design • Brokerage • Charter • Management

**DUBOIS**

Naval Architecture & Yacht Design Studio  
Brokerage, Charter & Management Office

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## Mondango

Mondango is, quite simply, the best large sailing yacht opportunity on the open market. The price has been reduced as the Owners are now ready to conclude an immediate sale. Delivered in late 2008 Mondango represents a combined excellence in naval architecture, build and interior design.

With a proven performance in all conditions and environments, Mondango is a sailor's yacht. Immaculately maintained by her original Owners, she offers everything that large yacht Ownership merits.

Mondango will be coming to the UK for the first time in June. Inspections for qualified Buyers are strongly recommended. Do not miss this unique opportunity.

For full information please contact Central Agent Toby Walker.

**Length** 51.7m (170')  
**Launched** 2008  
**Builder** Alloy Yachts

**Designer** Dubois Naval Architects  
**Guest Staterooms** 5  
**Price** €27.9M

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Naval Architecture & Yacht Design Studio  
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T: +44 (0) 1590 626666  
 T: +44 (0) 1590 626688

E: [design@duboisdesign.com](mailto:design@duboisdesign.com)  
 E: [yachts@duboisyachts.com](mailto:yachts@duboisyachts.com)

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Find more issues at





**Tenaz** Just completed a major survey, plus additional mechanical and cosmetic refits to leave her in the best condition of her life!

**Length** 40m (131')  
**Launched** 1996 refit 2010/12  
**Builder** Pendennis Shipyard

**Designer** Dubois Naval Architects  
**Guest Staterooms** 4  
**Price** €7.55M

[www.Tenaz.co.uk](http://www.Tenaz.co.uk)

Recently Refitted



**Inmocean** A recent price reduction on this stunning modern classic. Interior by Adam Lay, sweeping lines, blue-water pedigree and simply a joy to sail.  
 (Not for sale or charter to US citizens whilst in US waters)

**Length** 41m (135')  
**Launched** 2008  
**Builder** Fitzroy Yachts

**Designer** Dubois Naval Architects  
**Guest Staterooms** 3  
**Price** \$13.5M

[www.inmocean.co.uk](http://www.inmocean.co.uk)

Price Reduction



**Nuberu Blau** New to the market following a major upgrade including new engine, new generators, new sails, new paint. All that awaits is a new Owner...  
 (Not for sale or charter to US citizens whilst in US waters)

**Length** 40.3m (132')  
**Launched** 2000  
**Builder** Alloy Yachts

**Designer** Dubois Naval Architects  
**Guest Staterooms** 4  
**Price** \$14.25M

[www.inmocean.co.uk](http://www.inmocean.co.uk)

New Central Agency

**DUBOIS**





**Ferretti 750 HT | 22.90 m. | 2011 NEW**  
**€ 3.385.000 excl. VAT**



**Pershing 90 | 27.42 m. | 2006**  
**€ 3.350.000 excl. VAT**



**Riva 92 Duchessa | 28.00 m. | 2010**  
**€ 5.850.000 VAT paid**



**Pershing 108 | 33.23 m. | Delivery 2012**  
**PRICE ON REQUEST**



**Riva 56 Sportriva | 17.57 m. | 2008**  
**€ 1.485.000 VAT paid**



**Riva 68 Ego Super | 20.82 m. | Delivery June 2012**  
**INTERESTING OFFER**



**Riva 86 Domino | 26.40 m. | Delivery end of June 2012**  
**€ 5.950.000 VAT partly paid, Malteser leasing**



**Pershing 64 | 20.04 m. | 2008**  
**€ 1.475.000 excl. VAT**

**Riva**

**PERSHING**

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DINNER IN  
SAINT-TROPEZ...

## 2008 LEOPARD 46 METRE YACHT €14,250,000 Ex Vat

Commercial Malta registered | MTU 3 x 16V2000M93 | Mint Condition | Perfect Mediterranean & Bahamas Yacht



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SUNSEEKER 34 METRE YACHT 2009

Contact Broker: Harry Bristow-Holmes - +44 7595 002 698 - [harry@sunseekerlondon.com](mailto:harry@sunseekerlondon.com)

£6,900,000 EX TAX

Engines 2 x 2000hp MTU 16V 2000 M93



SUNSEEKER 82 YACHT 2006

Contact Broker: Gary Cleaverly - +44 7778 878 886 - [gary@sunseekerlondon.com](mailto:gary@sunseekerlondon.com)

£1,495,000 EX TAX

Engines 2 x Caterpillar C32 1675hp

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NEW LISTING



SUNSEEKER PREDATOR 84 2011

Contact Broker: James Wood - +33 620 02 50 95 Email: james@sunseeker.fr

£3,495,000 EX TAX

Engines 2 x MTU 16V 2640 hp



SUNSEEKER 90 YACHT 2008

Contact Broker: Harry Bristow-Holmes - +44 7595 002 698 - harry@sunseekerlondon.com

£2,495,000 EX TAX

Engines 2 x Caterpillar C32 1675hp

# Brokerage

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# BROKERAGE SELECTION

**Mondomarine 40**



2009 - 4 cabins - 2x2.255 MTU - very low engine hours - Make an offer.

**Velvet 35**



Sistership

2007 - 3 cabins - 2x2.285 MTU - Lying in Tuscany (Italy) - Euro 2.200.000,00

**Sanlorenzo 108**



2006 - 5 cabins - 2 x 2.400 MTU - 640 engine hours - Perfect condition  
Make an offer

**Riva Opera 85**



2004 - 3 cabins - perfect condition

**Rodriquez 38**



2007 - 2 x 1.825 CAT - 5 cabins - Lying in Tuscany (Italy) - Make an offer

**Mangusta 105**



2007 - 2 x 2.400 MTU - very good condition - Lying in Tuscany (Italy) / 2004 - 2 x 2.285 MTU - very good condition - Lying in Tuscany (Italy)

**Falcon 102**



2005 - 2 x 2.000 MTU - 4 cabins - Lying in Tuscany (Italy) - Euro 2.700.000,00 VAT EX

**Falcon 90**



2008 - 4 cabins - 2 x 2.000 MTU - stabilizing system zero speed - very good condition - Lying in Tuscany (Italy) - Euro 2.000.000,00 VAT EX

**Mangusta 80**



1998 - 3 cabins - 2 x 2.000 MTU - Lying in Tuscany (Italy)

**Kaitos 76**



2003 - 3 cabins - 2 x 2.000 MTU - Lying in Tuscany (Italy) - Make an offer

**Rizzardi 63**



2006 - 2 x 1.360 MAN - Lying in Tuscany (Italy)  
Make an offer

**Leopard 23**



1998 - 3 cabins - 2 x MAN - Lying in Tuscany (Italy) - Euro 280.000,00

**Sarnico 60**



2006 - 2 x 1.100 MTU - very good condition

**Fairline 52**



2006 - 3 cabins - 2 x 775 Volvo Penta  
Make an offer

**Maestro 51**



2007 - 3 cabins - 2 x 730 MAN - Lying in Tuscany (Italy) - Euro 600.000,00

**Targa 47**



2008 - 2 x 575 Volvo Penta Lying in Tuscany (Italy) - Make an offer

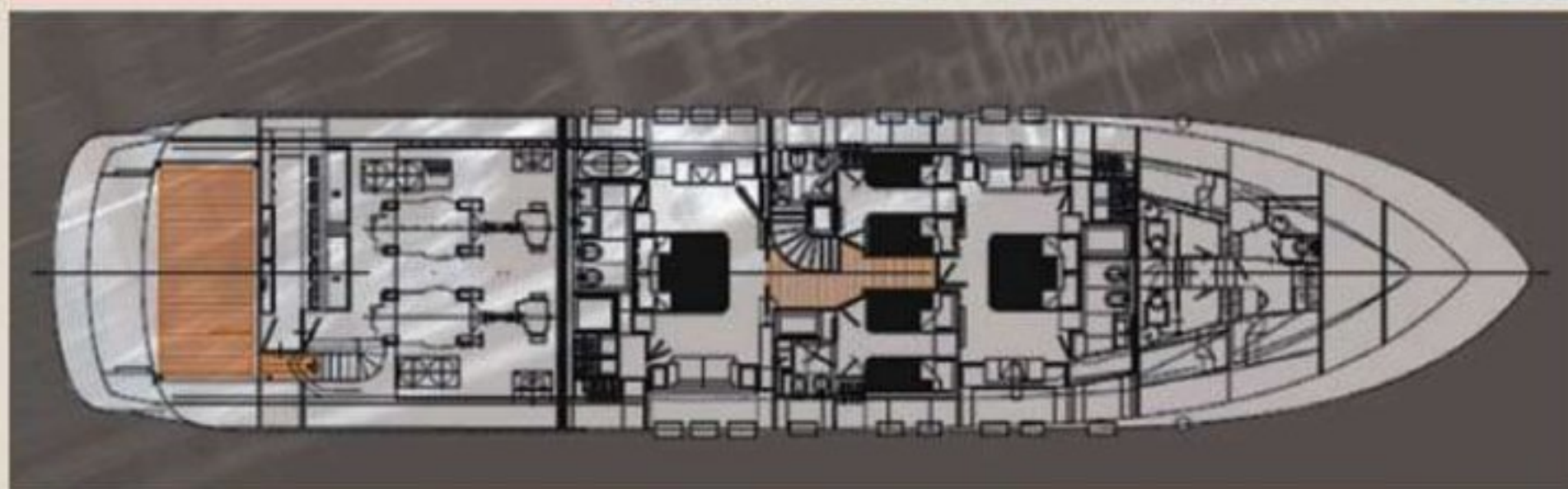


# AKHIR 108' CHARTER SEASON 2012

Good discounts for early bookings



CENTRAL AGENT



2009 - 4/5 cabins - 4/5 crew - 28 knots  
STABILIZING SYSTEM ZERO SPEED  
Lying in North Tyrrhenian Sea Cruising  
Area: Mediterranean Sea



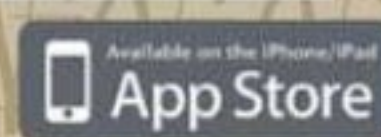
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Last Cantieri di Pisa built

BLINK 41m



AKHIR  
Year 2009  
€ 12,500,000

AYOUCHKA 28,7m



VAT Exempt

GIPSY 20m



Motivated seller

Major Price reduction

RED SKY 28,1m



BENETTI 26S  
Year / Refit 1975 / 2009  
€ 1,750,000

CANTIERI DI SARNICO  
Year 2006  
€ 850,000

GUY COUACH  
Year 2002  
€ 1,650,000

FLECHE D'ARGENT 18,7m



Also available for charter

OTAM  
Year / Refit  
1999 / 2012  
€ 730,000



New Central Agency

TILUSA 25,76m



FERRETTI Altura 840  
Year 2008  
€ 3,200,000

CHARTER SELECTION

New Central Agency

MOMENTUM 32,6m



Builder:	NOTIKA	Location:	Nice
Built/Refit:	2006/2012	Low weekly rate:	€ 65,000
Guests:	9	High weekly rate:	€ 70,000

Commercial

FIRENZE STAR 29,3m



PR MARINE  
Year 1999  
€ 1,200,000

Major Price Reduction

QUEEN OF ANDAMAN 41m



SILYON YACHT  
Year 2007  
€ 4,875,000

Major Price reduction

VOLADOR 25m



Builder:	ROYAL HUISMAN	Location:	Nice
Built/Refit:	1982/2012	Low weekly rate:	€ 17,000
Guests:	8	High weekly rate:	€ 21,000

Project to be completed

FULTON 110+ 34,3m



FULTON  
Year 2008  
€ 1,800,000

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SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS

# NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

\*

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CHARTER

WORLDWIDE CENTRAL AGENTS



KISMET 223 Ft. (68m) Lürssen 2007

\*

FOR  
SALE

WORLDWIDE CENTRAL AGENTS



Project HERMES 210 Ft. (64m) Palmer Johnson 2013

FOR  
CHARTER

WORLDWIDE CENTRAL AGENTS



LADY KATHRYN V 200 Ft. (61m) Lürssen 2011

\*

FOR  
SALE

WORLDWIDE CENTRAL AGENTS



UNBRIDLED 191 Ft. (58.2m) Trinity 2009

\*

SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS



IROQUOIS 164 Ft. (50m) Feadship

\*

SALE &  
CHARTER

NEW CENTRAL AGENCY



HARMONY 164 Ft. (50m) Westport 2010

\*

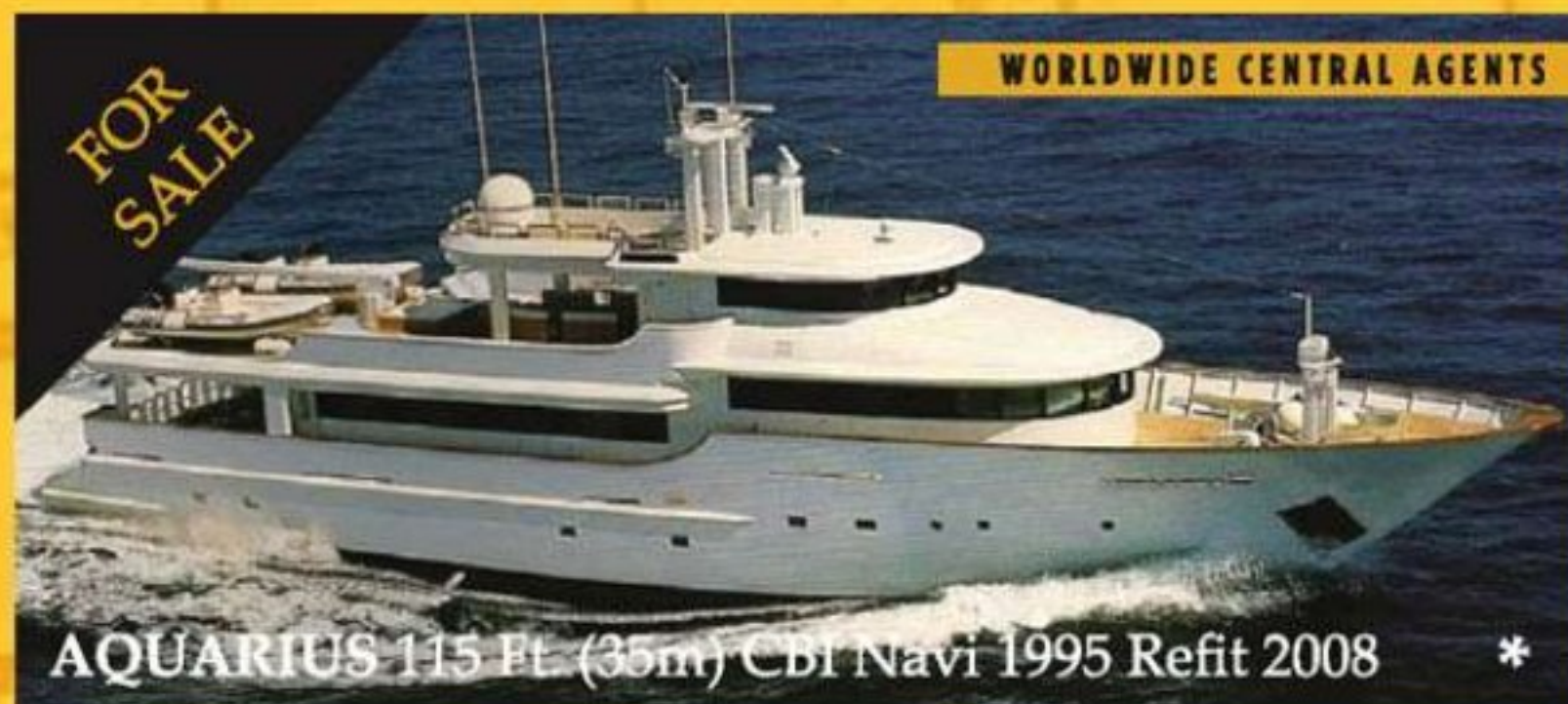
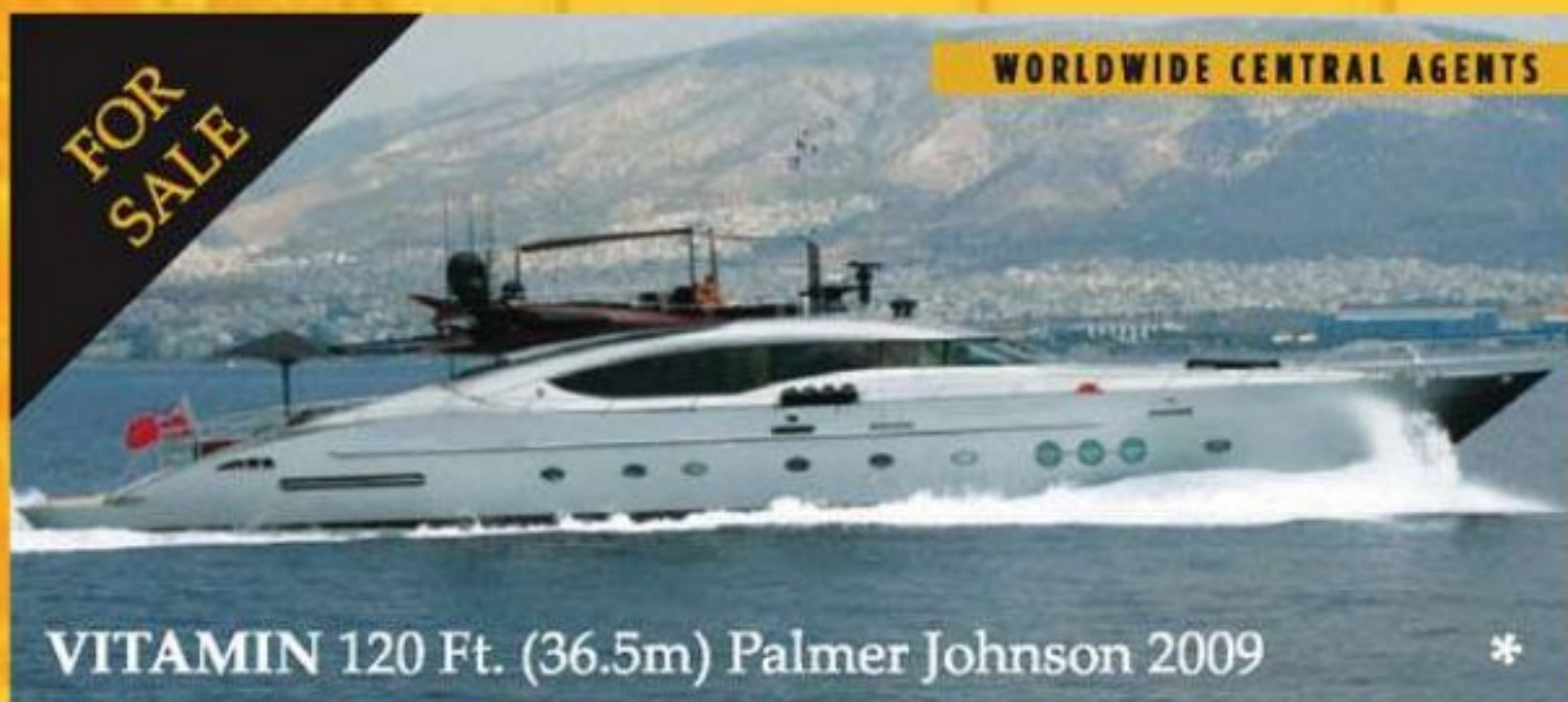
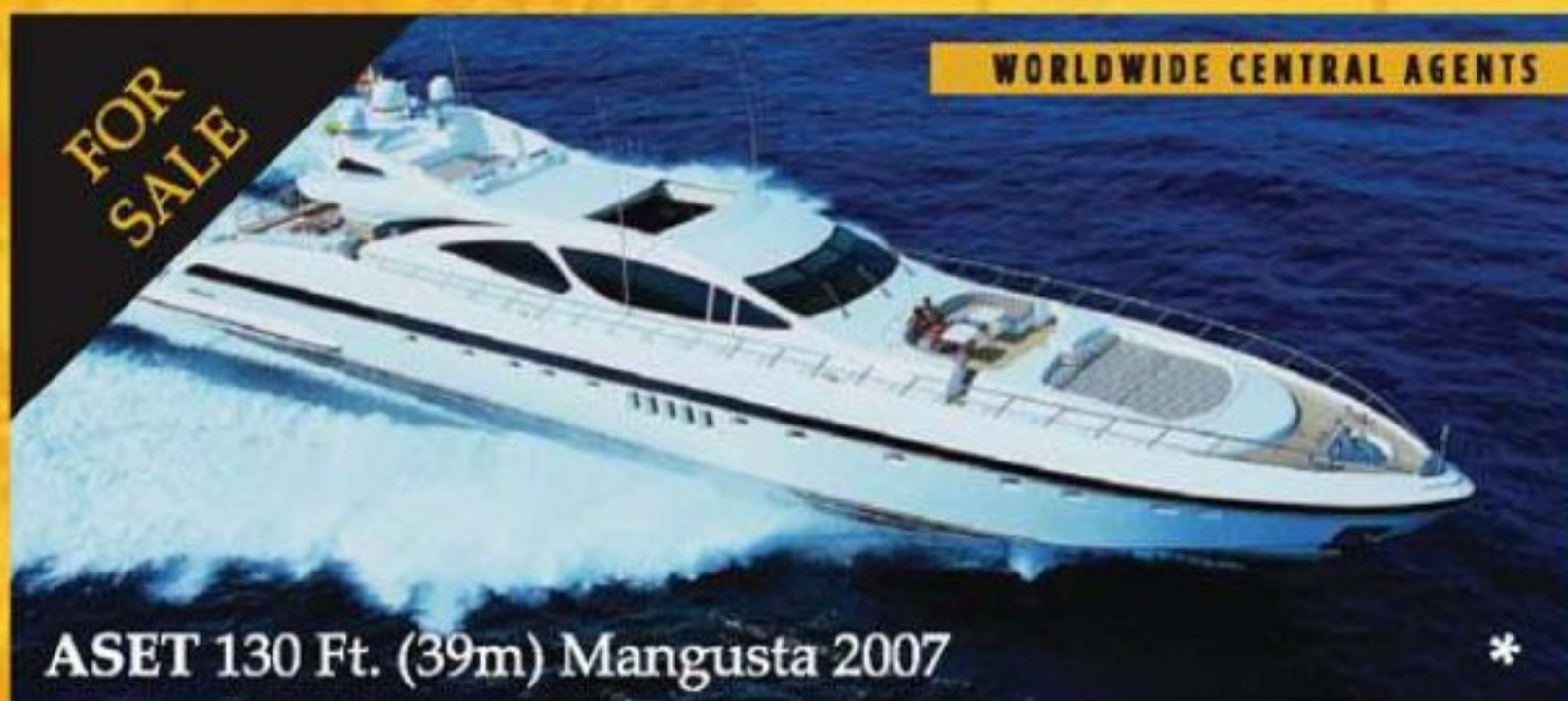
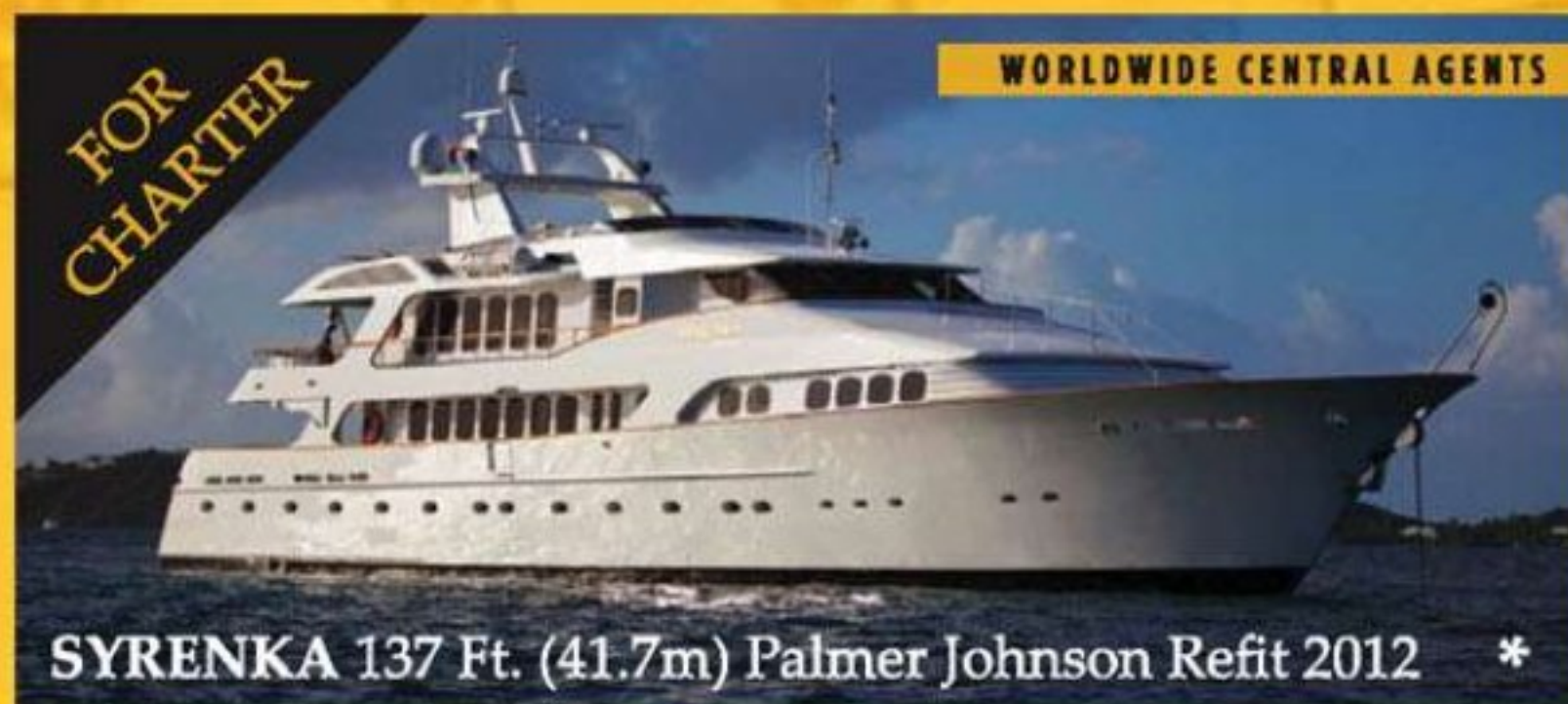
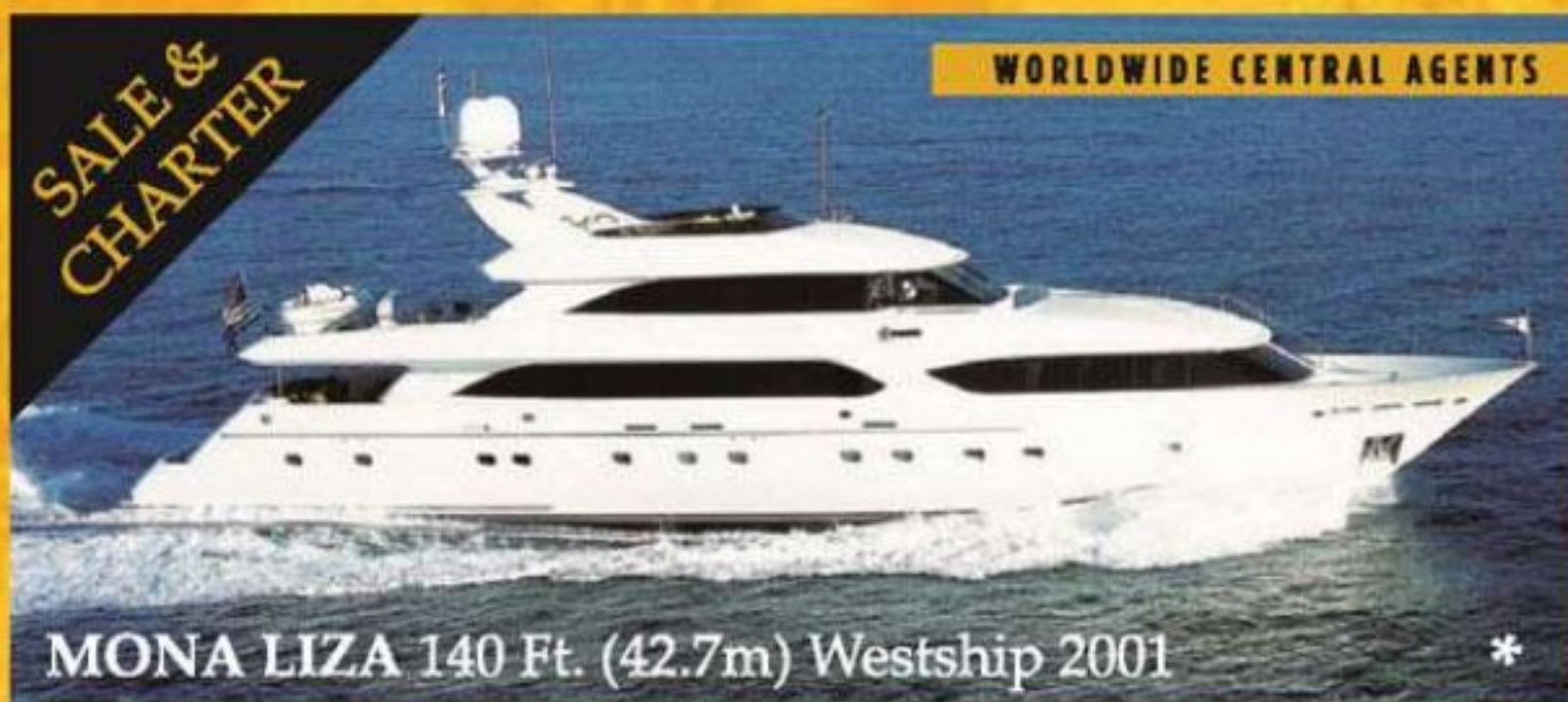
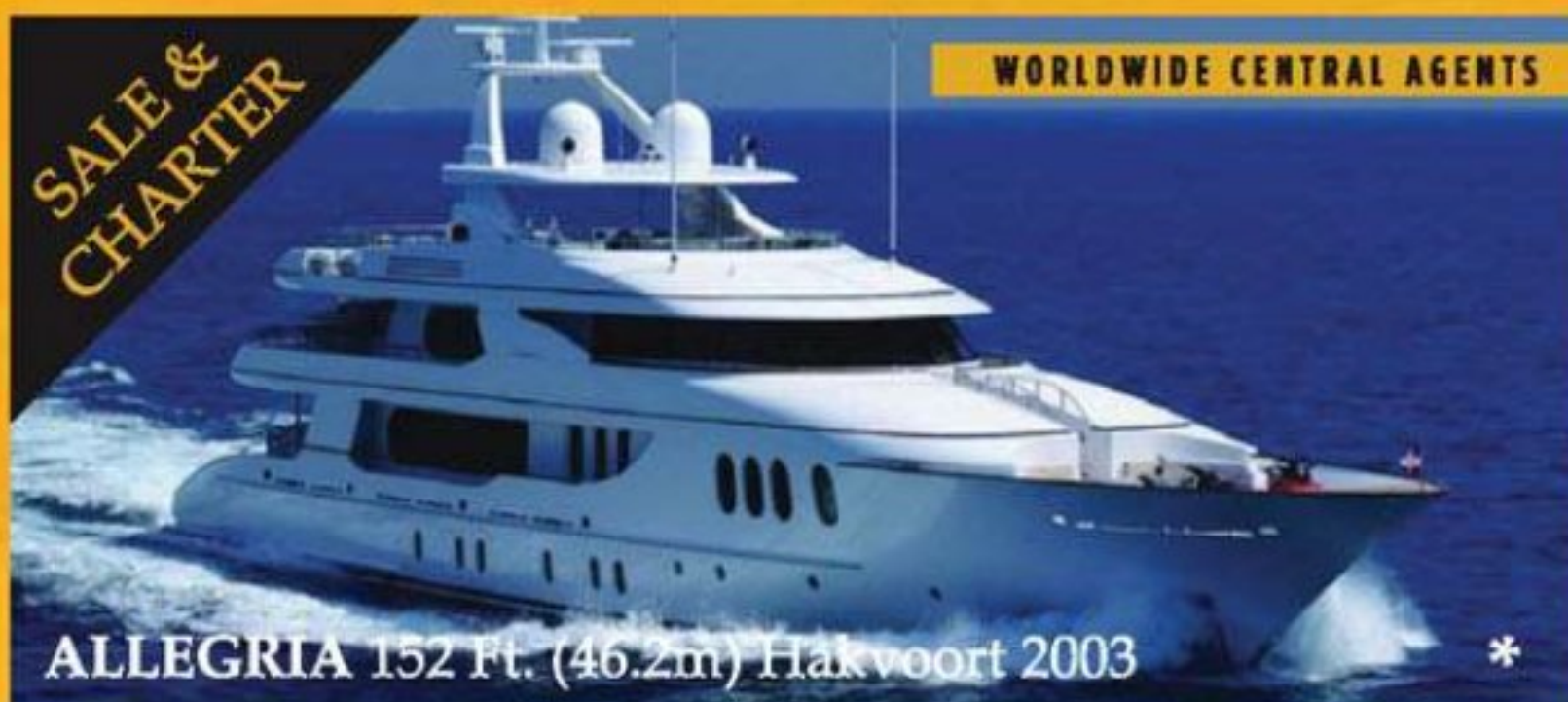
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New Construction  
WESTPORT 164



New Construction  
WESTPORT 130



New Construction  
WESTPORT 112



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WESTPORT 98



New Construction  
PACIFIC MARINER 85



130' Westport Tri-Deck MY 2009 "MISS MICHELLE"  
Claude Racine, C.A.



Not for sale to U.S. residents while in U.S. waters

114' Hatteras 1994 "LADY MONROE"  
Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 2008 "ESTANCIA"  
Camm Moore, C.A.



112' Westport RPHMY 2007 "STEADFAST"  
Alex Rogers / Andrew Miles, C.A.'s



112' Westport RPHMY 1999  
Andrew Miles, C.A.



# **WESTPORT**

**SINCE 1964**



**106' Westport RPHMY 2004**  
Mike Williams / John Varga, C.A.'s



**105' Crescent 1994**  
Camm Moore, C.A.



**103' West Bay 2001**  
Mark Peck, C.A.



**98' West Bay 1997**  
Andrew Miles / Bryan Long, C.A.'s



**90' Hargrave 2005**  
Bryan Long, C.A.



**88' Tarrab CPMY 2002**  
Andrew Miles, C.A.



**85' Broward 1982**  
Chris June/Alex Rogers, C.A.'s



**85' Pacific Mariner 2008**  
Claude Racine, C.A.



**84' Northcoast 2001**  
Camm Moore, C.A.



**81' Cheoy Lee 2001**  
Claude Racine / John Varga, C.A.'s



**80' Lazzara 1998**  
Mark Peck, C.A.



**78' West Bay 2002**  
Claude Racine, C.A.



**77' Horizon MY 2008**  
John Varga, C.A.



**75' Hatteras 2001**  
Alex Rogers, C.A.



**75' Sunseeker Manhattan 2006**  
Ralph Raulin, C.A.





**BENETTI SAIL DIVISION 24 M 2001/2011**

**1.950.000 € VAT INCLUDED (+OPTIONS)**

**FINANCING AVAILABLE**



**FALCON 27 M 2008**



**1.690.000 €**

**RAYMOND DU PUY: BENETTI Sail Division** 24 m 2001/2011. Marvellous Displacement yacht: Steel Hull and aluminium superstructure. Gentleman yacht feeling with a high reliability and security due to a 2001 building and a 2011 total refit and technical upgrade. Stabilizers, Satellite TV, etc.... 2 master cabins + 2 guests cabins for 8/10 guests. Option Hard Top and option Jacuzzi on request.

**Central agency. Financing Available**

**For SALE: 1.950.000 € VAT included (+options)**

**FALCON 27 m 2008.** Very nice modern designed specimen of well known FALCON model. As new. 380 engine hours. 2x1.800 MTU. Full option.

**For SALE: 1.690.000 €**





**BENETTI SAIL DIVISION 110 2008**

**5.400.000 €**

**FINANCING AVAILABLE**



**AZIMUT 98 LEONARDO DELIVERY 2005**

**2.650.000 € VAT INCLUDED**

**FINANCING AVAILABLE**

**EVERGREEN V: BENETTI Sail Division 110'** is unique. Gentleman yacht recently built: 2008. Combining 1930' style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140' yacht feeling. Flexible accommodation for 8/12 guests, 8/4 crews. Most modern extras: electronics, communication, 0 speed stabilizers, etc....

**Central agency. Financing Available For SALE: 5.400.000 € CHARTER: 68.000 € / week**

**AZIMUT 98 LEONARDO** Great original model. Delivery 2005. Perfect state. Full equipment. Financing Available  
**For SALE: 2.650.000 € VAT included**

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**PERSHING**

**Riva**

## Pershing 88

asking €1,595,000  
ex Tax

2004 A further €300.000 price reduction!

Equipped for serious fun, this boat has a super-fast 175hp 3.5m Novamarine jet RIB, a 2-seater Sea-Do, a Kawasaki SXR800 jetski, a Jincheng folding 2-seater motorbike, a dive compressor and gear, waterskis, a wakeboard and various towable inflatables. Inside are entertainment systems, satellite TVs and sound systems, plus 3G satellite internet and wi-fi. Sleeps 8 in 4 cabins plus 3 crew. A superb example of this iconic 50mph Pershing. Lying Italy.



## Riva 85 Opera Super

asking €4,200,000  
ex Tax

2008 One owner from new, willing to consider offers

An unmissable opportunity to acquire this exceptional, cherished example of Riva's stunning 85-footer, in perfect condition and ready for delivery to her new owner. Unbelievable equipment list including two generators, electric bow thruster, CCTV, tropical air-conditioning, water-maker, Satellite TV, zero-speed 'gyroscopic' ARG stabilisers. Powered by twin 2000hp MTU engines delivering up to 33 knots. Lying Turkey.



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YACHTS

## NEW Custom Line 97

**€7,750,000 ex Tax**  
**All offers invited**

Only NEW Custom Line 97 available for delivery this season

Substantial saving on replacement cost of over €9.25m! €1.3m+ of options, described by the yard as "the most fully equipped 97 ever built"! Brand new 2011 model of this magnificent 30m super yacht, with through-hull windows in all lower cabins. Accommodation for 12 in 5 cabins plus crew. Gyroscopic zero-speed stabilisers. Powered by twin 2400hp MTU engines giving 27/29 knots, range 420nm. Lying S.France.



## Ferretti 881

**asking €3,250,000**  
**ex Tax**

2006 Exceptional example, immaculately maintained

Beautiful matt finished Cherry interior. Superbly spacious main deck. Accommodation for 8 in 4 cabins, plus 2 crew cabins. All usual Ferretti refinements, including zero-speed 'gyroscopic' ARG stabilisers. Twin 2200hp MTU engines give 24 knots cruise and 28 knots max. Fully equipped and currently undergoing a full winter service programme for pristine start to the coming season. Lying Italy.



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# 25

VOLUME TWENTY-FIVE 2012

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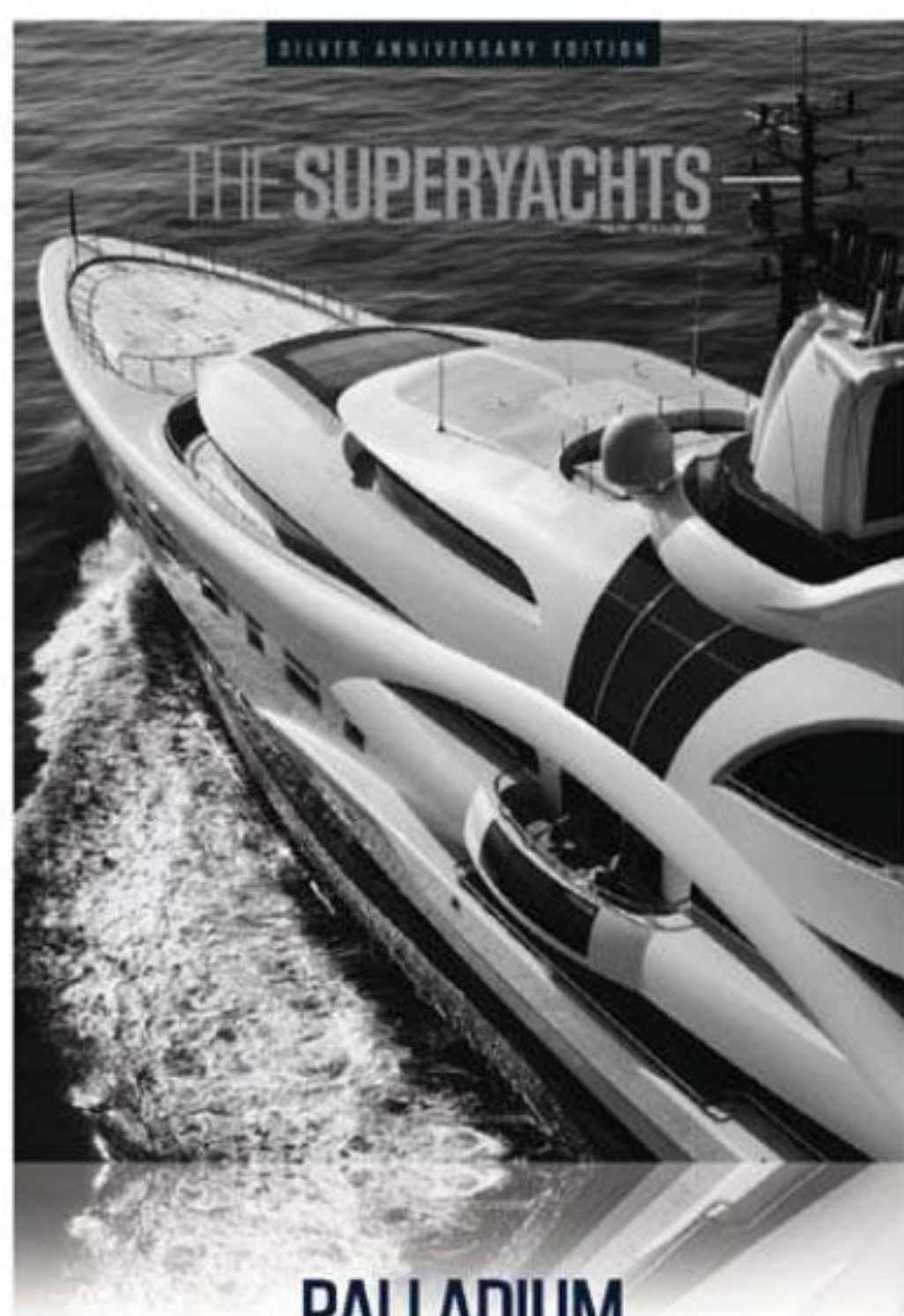
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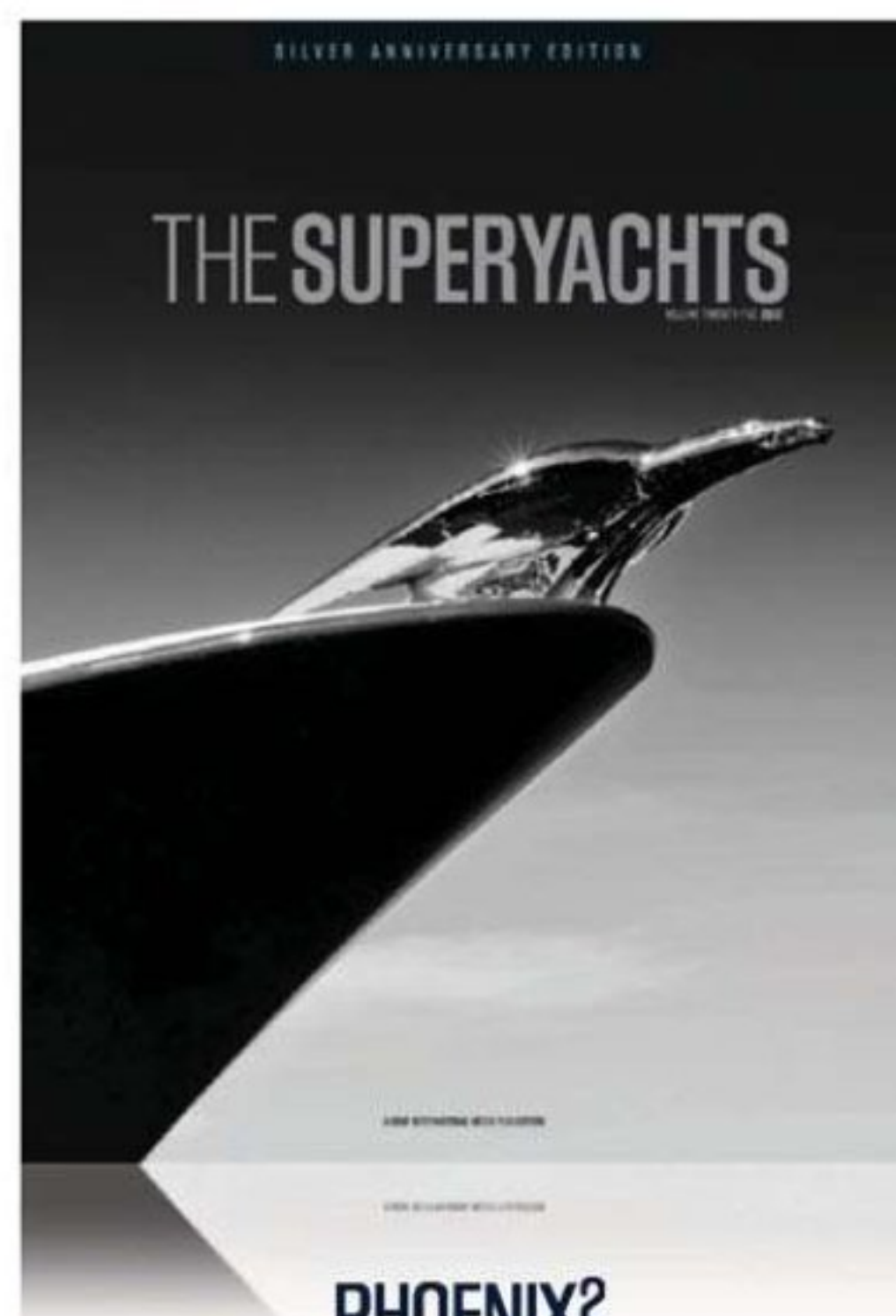


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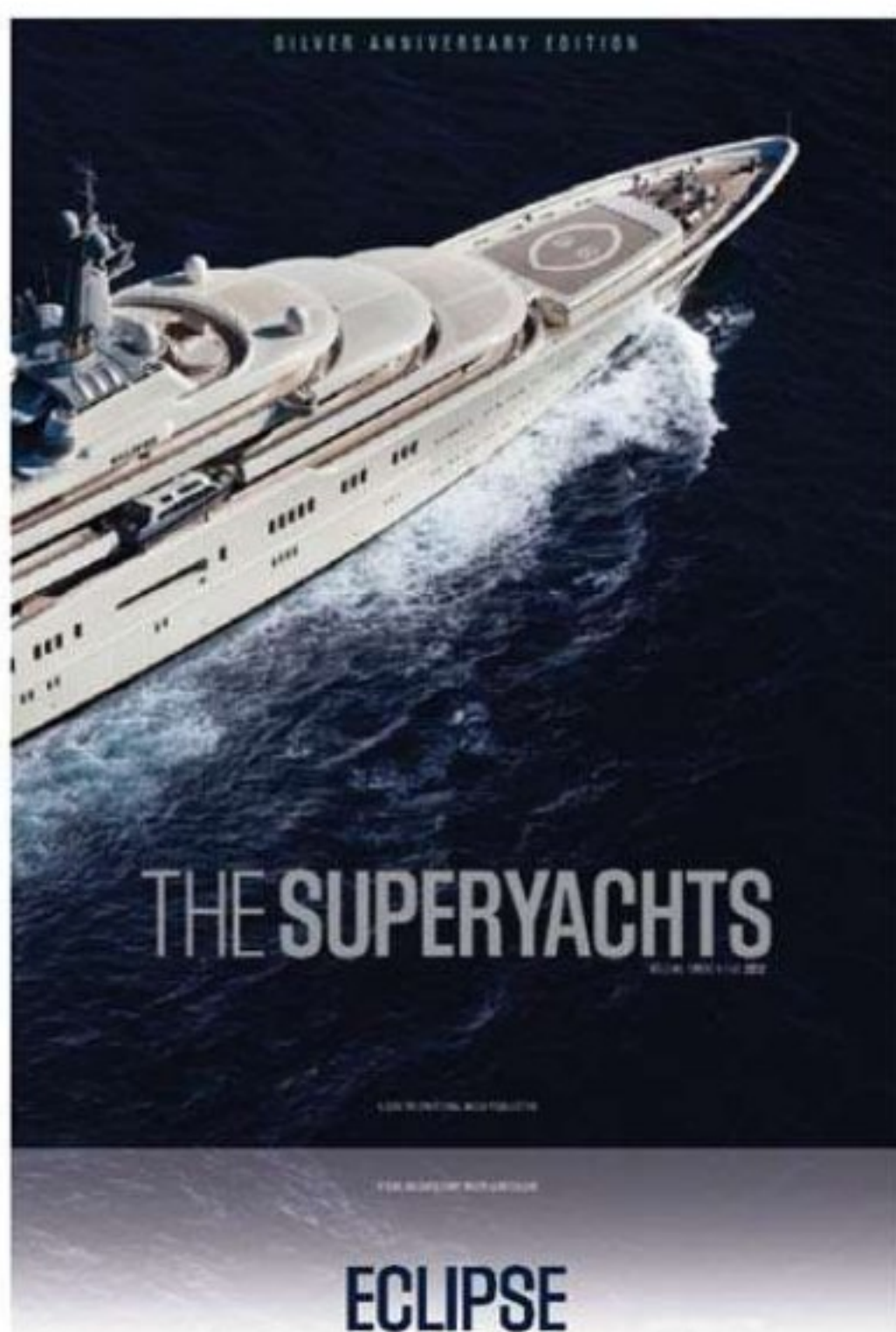




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### NYX 56

Aluminium, built 2011 by Nick Brown, Designed by Van Vossen design, dim.: 17.00 x 5.10 x 0.75 m, 2 cabins, 4 berths, 3 x Yanmar 480 hp diesels with water jet propulsion, speed approx. 35 knots. Exiting fast motor yacht with all comfort on board in a beautiful design.

Asking EUR 995,000

Central Agent: Loosdrecht +31 35-5829030



### VALK CONTINENTAL 1900

Steel, built in 2005 by Wim van der Valk Yachts (NL), dim.: 19.00 x 5.00 x 1.50 m, built to the highest standards, 6 berths in 3 cabins, 2 guest cabins with French berths. 2x 370 hp Volvo Penta D6 Common Rail engines, hydraulic stabilizers, 22 hp hydraulic bow- and stern thruster.

Asking EUR 730,000 (VAT not paid)

Central Agent: Sneek +31 515-428030



### NUVARI 63 FLY

GRP, 2003. Dim.: 19.20 x 5.18 x 1.60 m, 3 double cabins, 2x 1050 hp MAN. Kept to a very high standard, her passionate owner recently upgraded to a larger yacht and needs her sold.

Asking EUR 625,000 (VAT not paid)

Central Agent: Antibes +33 (0)492-910202



### VRIPACK 2000

Steel, built 2009 by Altena Yachting, dim.: 20.00 x 6.00 x 1.50 m, 3 cabins, 6 berths, 2 x Volvo Penta 280 hp, bow- and sternthruster, stabilizers, watermaker, etc. Spacious long range motor yacht.

Asking EUR 1,495,000

Central Agent: Loosdrecht +31 35-5829030



### HAKVOORT 70 TSDMY

Steel, built in 1993 by Hakvoort Shipyards, dim.: 21.20 x 5.80 x 1.90 m, alu. superstructure, wheelhouse, saloon, two + one crew cabin, 7 berths, twin MAN D2866LE 440 hp engines. With a gloriously luxurious interior by Pieter Beeldsnijder Design.

Asking EUR 1,195,000

Central Agent: Monnickendam +31 299-656350



### JONGERT 2000S

Aluminium, built 1988 by Jongert B.V. in Holland, dim.: 20.20 x 5.35 x 2.60 m, teak decks, 3 double ensuite cabins, single crew cabin, Perkins 190 hp diesel (2009), bowthruster, 2x gensets, sloop rig, hydraulic genoa and inmast furling, stern garage. Complete refit 2006.

Asking EUR 880,000

Central Agent: Palma +34 971-402911





### HOEK CLASSIC 66

Luxury and comfortable aluminum SY, built in 1995 by Bloemsma Makkum, dim.: 20.28 x 4.91 x 2.50 m, 4 double cabins, well equipped and maintained, teak decks overhauled in 2006.

Asking EUR 990,000

**Central Agent:** Hindeloopen +31 514-524000



### HUISMAN KETCH

Built 1995 by Royal Huisman Shipyard. Design: H.A. Scheel. Dim: 20.85 x 5.40 x 2.70m. Comfortable cruising ketch, easy to handle. In 2003 major refit at Huisman Shipyard. In as new condition. Outstanding quality!

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FOR SALE

## 41m OCEAN EMERALD

Rodriquez Cantieri Navali - 2009  
12 guests in 5 cabins + crew  
Asking Price: P.O.A.  
Also available for Charter

### YACHT MANAGEMENT – CHARTER & BROKERAGE – TECHNICAL DIVISION – CREW – UNIFORM

Central Agents  
for Charter



#### 26m YUMI

Alalunga 85' - 2007  
9 guests in 4 cabins + crew  
Weekly charter fee from € 36.000

Central Agents  
for Sale



#### 36m CLEOPATRA

Riva - Athena 115' - 2009  
12 guests in 5 cabins + crew  
Asking price: P.O.A.

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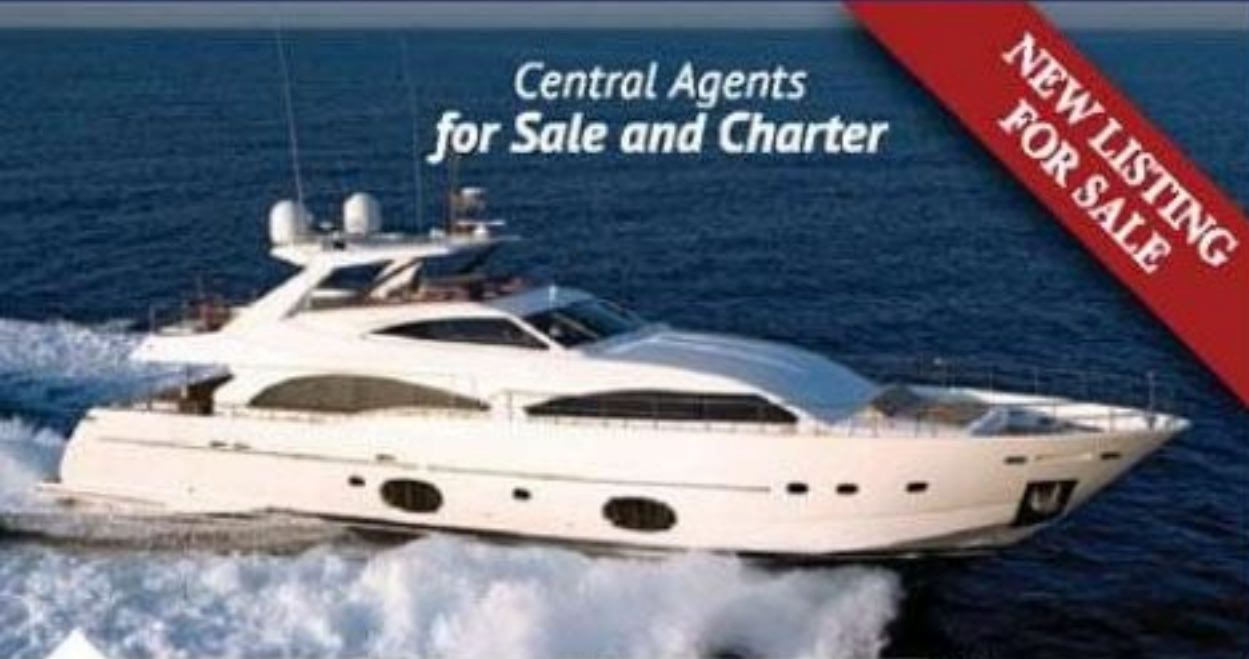
Central Agents  
for Sale



#### 24m TOBEKA

Cantieri Navali Arno - Leopard 24 - 2005  
6 guests in 3 cabins + crew  
Asking Price: € 1.750.000

Central Agents  
for Sale and Charter



#### 30m INSPIRATION B

Ferretti Custom Line 97' - 2006  
12 guests in 5 cabins + crew  
Asking Price: P.O.A.  
Also available for Charter

NEW LISTING  
FOR SALE

Central Agents  
for Charter



#### 30m BEYOND THE CLOUDS

Benetti - 2004  
8 guests in 4 cabins + crew  
Weekly charter fee from € 45.000  
Also available for Sale

Central Agents  
for Charter



#### 22m TRILLY

Dalla Pietà Yachts - 2007  
11 guests in 4 cabins + crew  
Weekly charter fee from € 30.000





Central Agents  
for Sale

## 15m GO WILD

Cigarette Racing Team LLC - 2006  
10 seats - 1 Custom Cabin  
Asking Price: € 750.000



Central Agents  
for Charter

## 41m OCEAN SAPPHIRE

Rodriquez Cantieri Navali - 2010  
12 guests in 5 cabins + crew  
Weekly charter fee from € 115.000



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## 30m FOIE GRAS

Nicholas Witsen & Vis Alkmar Holland - 1974/2010  
7 guests in 4 cabins + crew  
Asking price: € 1.150.000



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## 21m GABY

Abacus Marine - 2008  
8 guests in 4 cabins + crew  
Weekly charter fee from € 30.000



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## 33m MARHABA

Ocea - Commuter 108' - 2007  
9 guests in 4 cabins + crew  
Weekly charter fee from € 46.000



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## 21m VARUNA

Philip & Son Ltd - 1909  
Asking Price: € 470.000



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## 35m GINEVRA

Tecnomar - Velvet 35 - 2008  
8 guests in 4 cabins + crew  
Weekly charter fee from € 68.000



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## 36m VIRIELLA

Maxi Dolphin 118' by German Frers - 2001  
9 guests in 4 cabins + crew  
Weekly charter fee from € 50.000

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**LEOPARD 27M - 2000:** 3 CABINS + CREW - 2 X MTU 1800 HP  
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**LEOPARD 27M - 2007:** 1 500 000 EUR.



**AB 68' - 2003:** 3 CABINS + CREW  
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**PRIVILEGE 615 - 2008:** 4 CABINS + CREW  
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**LEOPARD 24 - 2005:** 2 X MTU 1850 HP  
3 CABINS + 2 CREW. 1 300 000 EUR.



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**2006 :** 3 X MTU 2400 HP - 5 CABINS. 6.3M. EUR.

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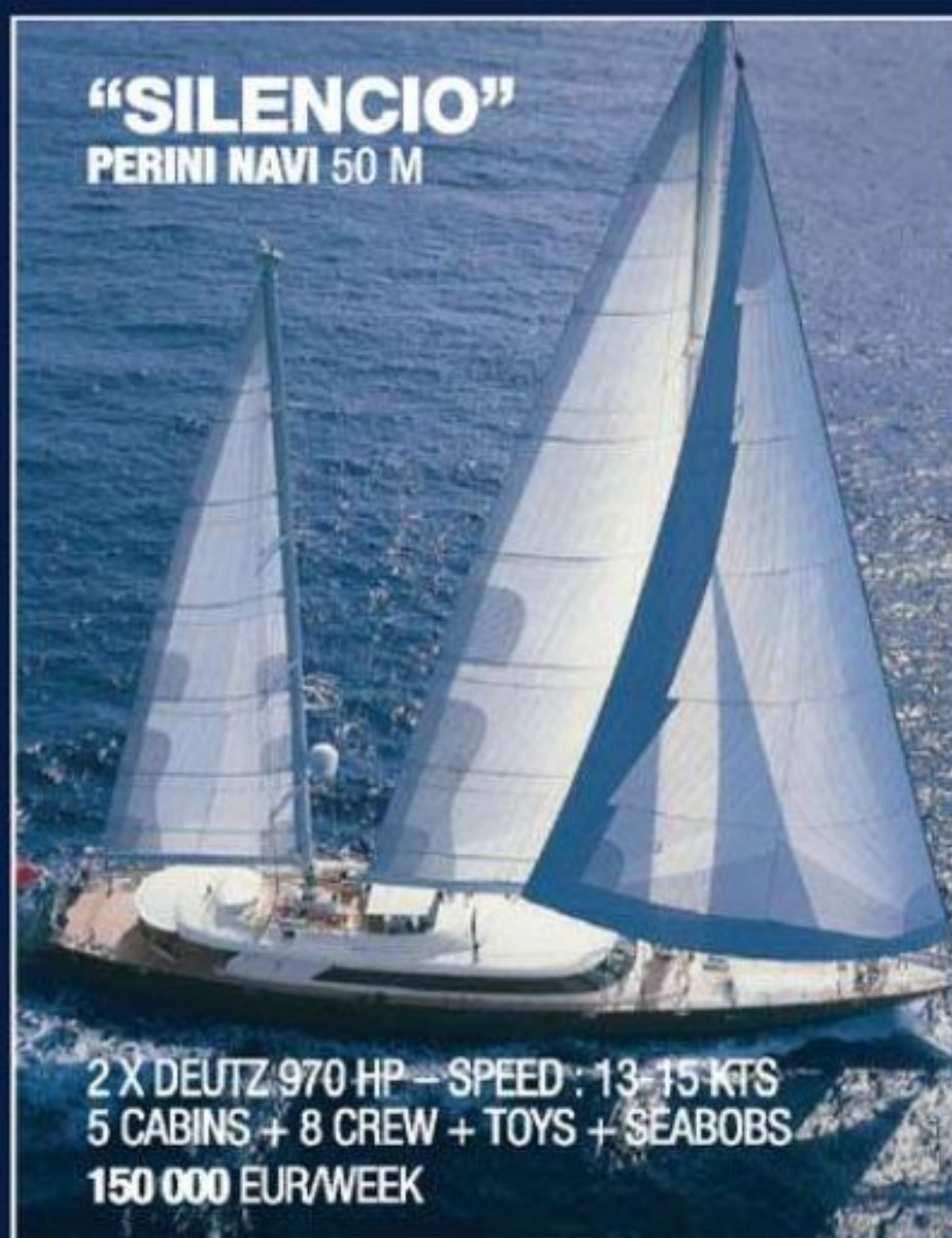
**UNICA CANTIERI DI PISA 100'** : 4 CABINS + CREW - SEABOB INCLUDED - 2 X MTU 1850 HP - 8 500 EUR/DAY - 58 000 EUR/WEEK.



**ST. GIORGIO** : MONTE CARLO YACHTS 76' - 2 X MAN 1400 HP - 3 CABINS + 2 CREW - 5 600 EUR/DAY - 40 000 EUR/WEEK.



**WILJIM** : AZIMUT 62'E - 2 X CAT 1015 HP - SPEED : 30-33 KTS - 3 CABINS + 2 CREW - 3 800 EUR/DAY - 25 000 EUR/WEEK.



**"SILENCIO"**  
PERINI NAVI 50 M

2 X DEUTZ 970 HP - SPEED : 13-15 KTS  
5 CABINS + 8 CREW + TOYS + SEABOBS  
150 000 EUR/WEEK



**GPS** : SAN LORENZO - 2 X MTU 2000 HP - SPEED : 22-29 KTS - 4 CABINS + 3 CREW - 8 000 EUR/DAY - 45 000 EUR/WEEK.



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**KOKAB - AB YACHTS 68'** : 20,65M - 2 X MAN 1550 HP - 3 CABINS + 2 CREW - TENDER & WATER TOYS SEABOB. 4 300 EUR/DAY - 26 000 EUR/WEEK.



**GREMAT - LEOPARD SPORT 27M** : 27,14M - 2 X MTU 1850 HP - 3 CABINS + 2 CREW - SEABOB INCLUDED. 6 000 EUR/DAY - 39 000 EUR/WEEK.

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**COPASETIC** embodies an exceptional combination of luxury, comfort, endurance and seaworthiness on any ocean. Commissioned by an expert yachtsman, she was built with uncompromising standards from the initial hull design to the finest interior detail including five spacious staterooms, a gym and owner's deck with private sitting room and outside deck. There is a separate pilothouse deck with navigation office and captain's quarters, a top deck hot tub, bar and sundeck complete with hammocks shaded by a fixed hard top. Additional specifications include 3508B Caterpillar engines with five year extended warranty, 5000-gpd water maker, Quantum hydraulics with at-anchor, active fin stabilization, fully compliant GMDSS station, 20,000 gallons of fuel capacity, 10,000 gallons of ballast water capacity, keel coolers, two 99KW generators. An array of tenders include a diesel powered 32' SeaVee and 22' Nautica diesel jet tender. A Palfinger knuckle



boom crane and single point pick-ups on tenders facilitate simple, rapid deployment. Fully equipped flybridge helm with redundant electronics and hard top. Maintained to the highest standards, COPASETIC is a totally functional, luxuriously appointed, reliable and capable, long range yacht designed to support an array of tenders and operate independently for extended periods.

LOA: 141' (43.0m)  
Year: 2006  
Beam: 31' (9.4m)  
Builder: Hike Metal Products  
and Shipbuilding LTD  
Draft: 7'7" (2.3m)  
Speed: 12-13 knots  
Type: Expedition Yacht

Price: \$19,900,000  
Flag: Cayman Islands

ABS Maltese Cross A1 AMS  
Commercial Yachting Service,  
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NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

ISLANDER 191'11" (58.5 m) 1991/ 2010 AUSTRALIAN YACHT



HARBOUR ISLAND 180'0" (54.9 m) 2011 NEWCASTLE SHIPYARDS



NAMOH 125'0" (38.1 m) 2003 CHEOY LEE



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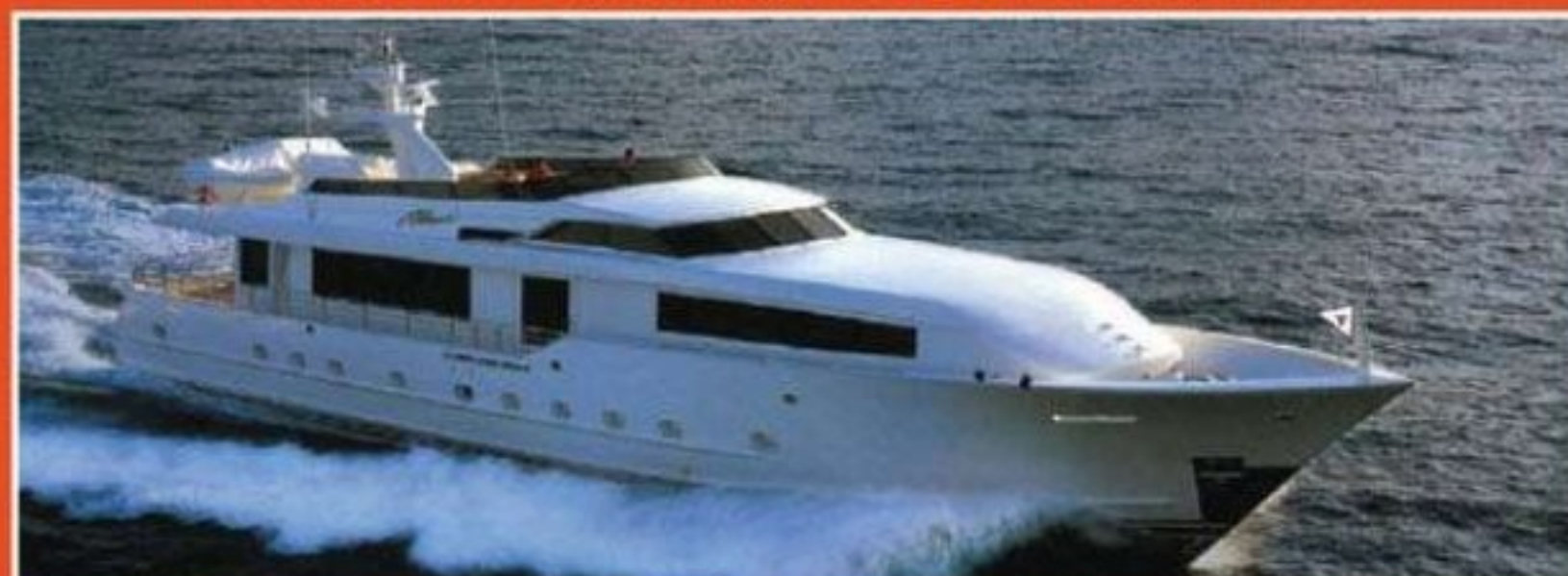
VICTORIA DEL MAR 121'0" (36.9 m) 2001/2008 MOONEN



RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



CINQUE STAR 116' (35.4 m) 2010/2011 AZIMUT



ABBRACCI 114'0" (34.7 m) 1995/2010 BROWARD



MONTAGE 80'0" (24.4 m) 2009 OCEAN ALEXANDER





### TATIANA 145'

BY JOACHIM KINDER

Price: 14 500 000€

Launched in 2011 with full options, this conceptual 45m superyacht designed by acclaimed German designer Joachim Kinder. 6 stateroom for 14 guests including the owner's stateroom with spa and private deck have been incorporated in the layout. Keenly for sales, the owner has ordered his yard's third project.

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available

This Gentleman's Style Yacht captures the look and feel of a golden era, but is filled with state-of-the-art equipment and the very best in Wood Craftsmanship.



### BILGIN 132'

BY H2 DESIGN  
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## WHIMSY

BRIAND DESIGN 80' / LOA 23.98M / BUILT 2005 AT VAUDREY MILLER, NZ / 6 GUESTS - 2/3 CREW / 3.250.000 € VAT PAID

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**SCARENA** JONGERT 2900M / 3.250.000 € / LOA 29.77M  
BUILT 95 / DOUG PETERSON - JONGERT DESIGN  
8 GUESTS - 4 CREW

Immaculate construction standards and remarkable sailing performance. Elegant interior with special noise and heat insulation for maximum comfort. Still in first ownership.



**BONA DEA** JONGERT 25DS / 1.250.000 € VAT PAID  
LOA 26.62M / BUILT 1977 REFIT 11 / PETER SIJM -  
JONGERT DESIGN / 6-8 GUESTS - UP TO 4 CREW

Plenty of living space and comfort. Large and cozy deckhouse and protected outside cockpit seating area. Maintained in first-class condition. Ideal and safe family yacht.



**OBSESSION II** CIM 115' / 3.500.000 € / LOA 34.20M  
BUILT 02 / BERRET RACOUPEAU DESIGN  
8 GUESTS - 5 CREW

Exceptional space and sumptuous accommodation with a well designed aluminium hull for performance. Major refit actually underway. Very competitively priced.



**COLOMBAIO** JONGERT 25S / 1.850.000 € / LOA 28.8M  
BUILT 92 REFIT 02 PETER SIJM - JONGERT DESIGN TEAM  
6-8 GUESTS - 2/4 CREW

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## 80' NORTHERN MARINE 2002

3 Staterooms + crew, 5,000 mile capability for worldwide cruising Tim Johnson  
 Zero speed stabilizers, 3 Generators, Custom dark wood interior w/accents [tim@ardell.com](mailto:tim@ardell.com)



## 80' NOVATEC 2001

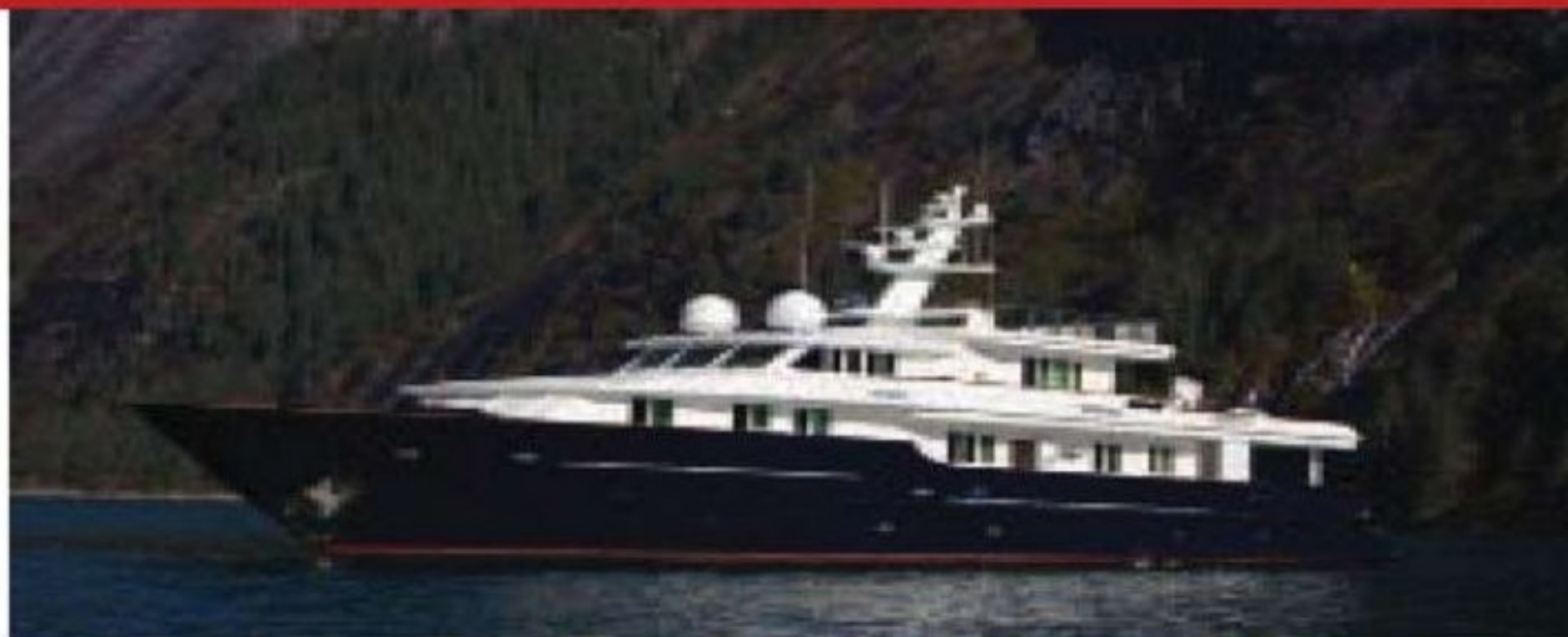
Sport motoryacht custom designed by Spadolini. 5 Staterooms, Mahogany finish Mason Staring  
 Low hr. CAT 3412's, Stabilizers, Full complement of Simrad electronics [mason@ardell.com](mailto:mason@ardell.com)



## 76' ADMIRAL MARINE 2000

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 1550 S.E. 17th Street, Fort Lauderdale, FL 33316 USA



## 105' CBI NAVI 1998 LONG RANGE EXPEDITION YACHT

3 Staterooms + 6 crew, Full paint job 2008, Mechanical refit 2010 Jeromy Mold  
 Navigation & Communications upgrades 2011, Immaculate condition [jeromy@ardell.com](mailto:jeromy@ardell.com)



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**MUST SELL!!**

4 Staterooms + 3 crew, Large Salon for entertaining, Fast 26 kts, Beautifully Brian Hermann  
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## 78' WEST BAY SONSHIP 2001

Flush deck motoryacht, Walk-around side decks, Large aft deck  
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Bill Solt  
[solt@ardell.com](mailto:solt@ardell.com)



## 80' OCEAN ALEXANDER 2007

Ed Monk design, 3 Staterooms + crew, 3 heads, Stabilizers, Onan gensets Todd Rittenhouse  
 Hydraulic bow & stern thrusters, Furuno electronics, LLC ownership [rittenhouse@ardell.com](mailto:rittenhouse@ardell.com)

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**ISA 120' - 36,5m. - FIROUZEH**

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Contemporary interior, immaculate condition. Best deal on the market in her range!  
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**CANADOS 90' - 28m. - FUNKY TOWN**

Fantastic charter yacht, immaculate and half price of brand new!  
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**LEOPARD 26m. - COCA VI**

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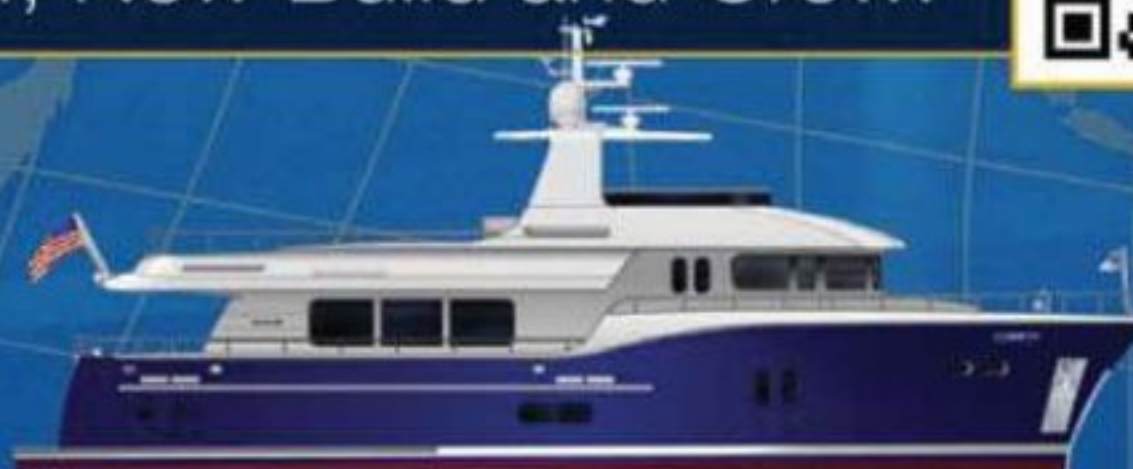


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## 2008 SUNSEEKER 90 YACHT

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## 2009 SUNSEEKER PREDATOR 92 SPORT

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VIBE



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Engines: 2 x MAN 1360HP V12  
Lying: South of France

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## 2010 SUNSEEKER 88 YACHT

Engines: 2 x 1947HP MTU 12V 2000 M94  
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## 2009 PRINCESS 85 MOTOR YACHT

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62 metre      204 feet

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**PURE.** Nordia 70 Performance Cruiser. Built by Royal van Dam Nordia in The Netherlands, delivered 2011. Dim: 21m35 x 5m85 x 3m05. Dutch-built aluminium sailingyacht which has been put to the test one season and she is now even better than new. Exciting performance coupled with living comfort to the highest standards. Spacious interior with flawless woodwork, sleeping 8/9 persons in 4 cabins.



**Lady Anne.** Truly Classic 56 by Hoek Design. Dim: 17m50 x 4m45 x 2m40. Built in 1998 by McMullen & Wing, refit in the Netherlands 2009/2010. Elegant sailingyacht with in-boom mainsail and electric furlers. New North 3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. Lying: the Netherlands.



**SOLAL.** Sanlorenzo 82. Built 1999, delivered 2000. Dim: 23m95 x 6m00. This Sanlorenzo is in excellent condition and under MCA. Maintained to the highest standards. Caterpillar diesels. Four cabins with ensuite bathrooms plus separate crewcabins. Maintained to the highest standards, beautiful interior with new furnishings. She is truly ready to go. Lying: South of France.

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Palma

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Oyster 72'

**£1,900,000 + VAT**  
Lymington

Cookie coloured Rob Humphreys, made flesh by SYS in 2007, this yacht rocks... Awesome interior with 3 doubles and crew, she's coded to the hilt for when you'd like her to wash her face. Maple, burr, stainless steel and leather innards are cool to the point of freezing. Hugely well priced, you get masses and masses of cookie for your wedge.



Nordhavn 57'

**\$945,000**  
Eastern Mediterranean

Go anywhere, see everything, no worries motoryacht as Nordhavn can from 2001. Unlike most of the sisterhood, this owner specified twin screw 2 x 420 Cats, on the basis that anything one can do, two can do better. Perfect for globe circuits, don't reinvent the wheel - take this yacht - she already knows the way!



Moonen 58'

**£475,000**  
Scotland

As Dutch as it gets without clogs, from 1993, this pocket Moonen is good to go. Much updated and cherished with this throttle operative, included nice new decks of late. Perfect for family cruising whatever the weather (and in Scotland there is a lot of whatever!). Now must be sold, offers within the bounds of decency and sanity are requested.



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Price: 29,950,000 EUR

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## MAR

50m custom motor yacht from Ortona Navi. Launched in 2008 with transatlantic range, zero speed stabilizers, and much more. Sleeps 12 guests. Price: 15,000,000 EUR. Central Agents for sale and charter.



## RS EDEN

Rebuilt in 2005 keeping much of her 1930's charm. With a fascinating history this 48m motor yacht has a versatile 6 guest cabin layout. Price: 12,500,000 EUR. Central Agents for sale and charter.



## PASSE PARTOUT

This 42m Jongert from 2001 has a huge master suite adaptable to the new Owner's needs, a folding keel for shallow waters + two major refits in her life. Sleeps 11 guests. Price: 9,250,000 EUR (VAT Paid). Central Agents.



## JULIE MARIE - PRICE REDUCTION

A stunning Swan 100 RS from 2007, cherished by her first Owner and family from new, and could easily be charter compliant for a new Owner. Price: 7,900,000 EUR. (VAT Paid). Central Agents.

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### SOFIA OF TORTOLA

Launched in 2008, hull number five of this pocket superyacht from Benetti, in a smartly laid out package. Sleeps 8 guests in 4 cabins.  
Price: 3,600,000 EUR. Central Agents for sale and charter.



### SPEEDY GO

This Mangusta 80 Open (hull nr. 6) just came back from a thorough refit. Turn key yacht, ready to go. Sleeps 6 guests in 3 cabins.  
Price: 950,000 EUR (VAT paid). Central Agents.



### ASLEC 3

Stunning 2007 32m Castagnola. 5 cabins with 12 guest berths. Featuring a contemporary Celeste dell'Anna interior. 27 knots cruising and RINA classified.  
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